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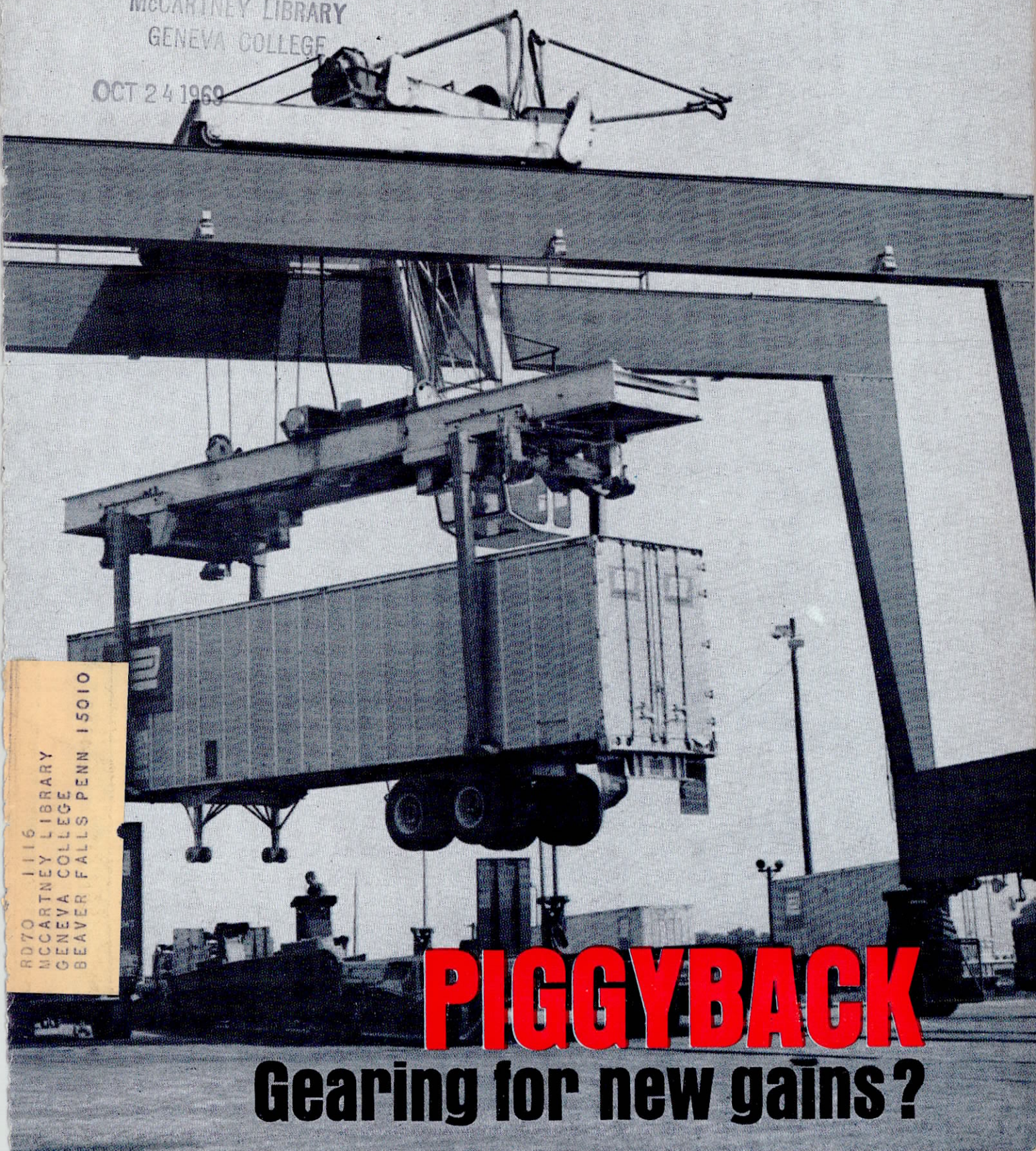

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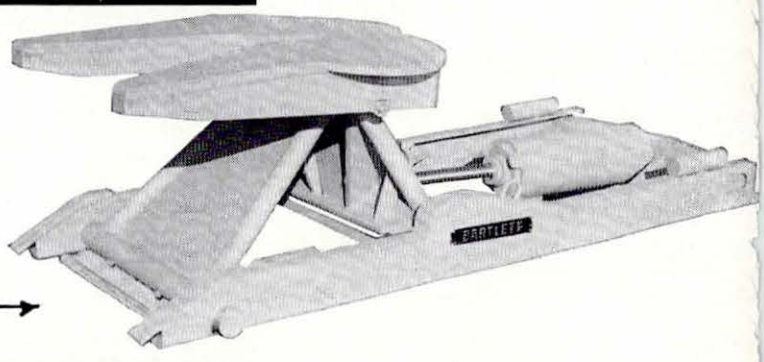

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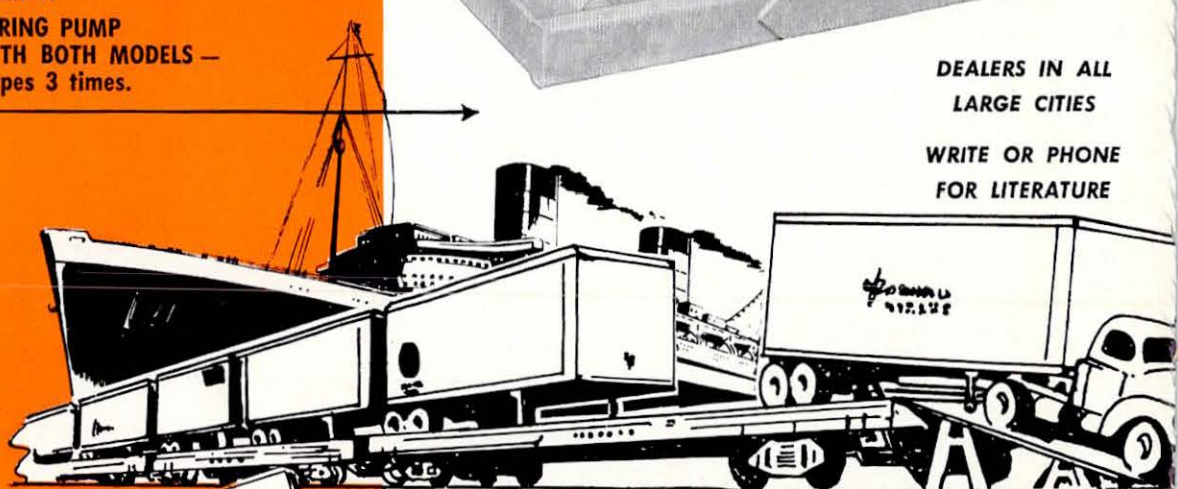

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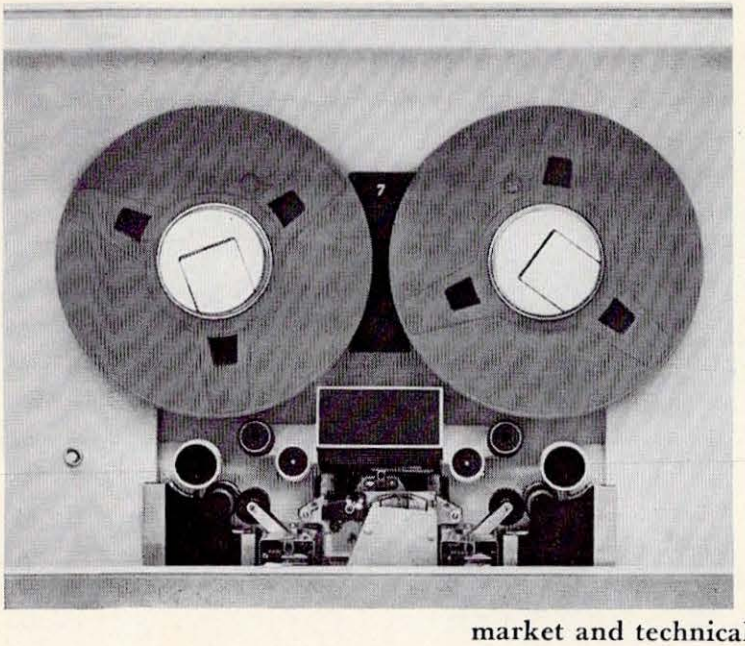

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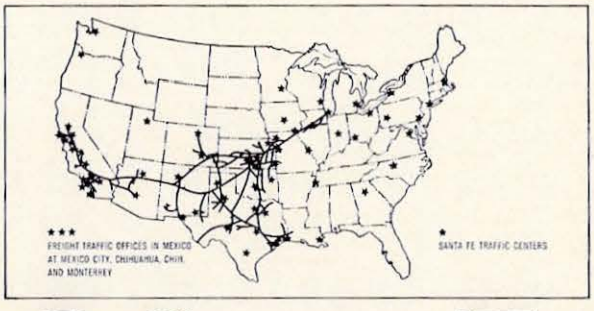

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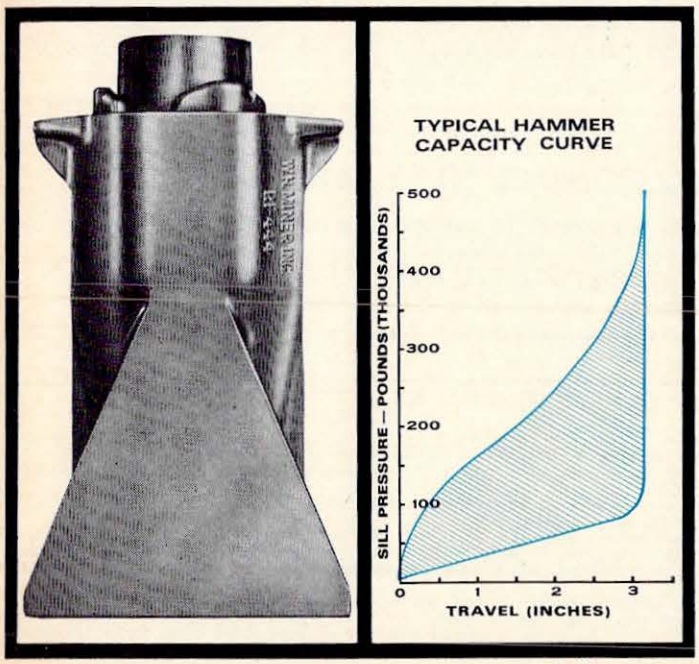

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SHORT AND SIGNIFICANT

ICC warns consignees on Rules 14 & 27

The Interstate Commerce Commission has warned that prosecutions under the Elkins Act might be forthcoming for violations of Rules 14 and 27 of the Uniform Freight Classification. In an interpretation of the rules made last week, the ICC said that consignees of carload freight are obligated to completely unload "all dunnage, debris, or other foreign matter connected with the inbound shipment" from such cars at their expense. Releasing a car which has not been completely unloaded or in which debris has been placed will be viewed as having the effect of a "concession or discrimination" forbidden by the Elkins Act and Section 6 (7) of the Interstate Commerce Act. In addition, the Commission has asked that when a carrier is aware that a consignee has not unloaded completely, that he refuse acceptance and "leave it at the consignee's tracks on demurrage or under special detention rules in accordance with tariffs."

TBS: CNJ makes drive for new bulk traffic

Through Bulk Service (TBS) has been inaugurated in a new facility of the Jersey Central at Elizabethport, N. J. Working with parent C&O/B&O, CNJ has built a 43-car unloading center and made arrangements with truckers so that liquid and bulk cargoes may be terminated with small-lot distribution then made over the highway. Rail movement at low rates is combined with truck delivery to achieve overall economical distribution costs. While other C&O/B&O terminals have TBS facilities, the CNJ's offers a wider range of services than those built previously. "While the concept of TBS is not totally new," explains Bernie Strongin, CNJ's general manager-sales and service, "some of our methods for protection and transfer are found in no other terminal."

D&RGW ordered to continue CZ operation

The Rio Grande must run its part of the "California Zephyr" (the middle, Denver-Salt Lake City part) until Feb. 14, 1970, or until further order, the ICC says. Noting that Western Pacific also has asked to discontinue CZ operations, ICC says that allowing Rio Grande to get out now might "in practical effect, constitute a prejudgement of the Western Pacific investigation, depending upon what the record therein may provide as to the continuance of one segment without the other." ICC adds that before Feb. 14, it will say either that the train should be discontinued or that it should be operated beyond Feb. 14, possibly up to Oct. 15, 1970.

Penn Central expands, speeds TrailVan service

To cut running time for a rising volume of traffic, Penn Central is operating two new TrailVan (TOFC/COFC) trains between Chicago's Englewood Yard and North Bergen, N.J., just outside New York City. SV-10 leaves Englewood at 7:30 p.m. and arrives at North Bergen at 9 p.m. the next day. SV-9 leaves North Bergen at 7:30 p.m. and arrives at Englewood at 9 p.m. the following day. Both trains run six days a week. Penn Central has also inaugurated a new same-day-delivery TrailVan service between Kearney, N.J., serving New York, and Ft. Wayne, Ind. A TrailVan train designated TT-1 leaves Kearney at 12:30 a.m. daily (except Sunday) and arrives at Ft. Wayne at 10:25 p.m. the same day.

AAR wages action on faulty car doors

One out of five box cars examined in a recent survey had defective car doors and doors off the track, reports the AAR. The high-incidences, says the AAR, indicate "the need for immediate corrective action by all concerned." For one thing, shippers are to be contacted by the Freight Loss and Damage Section for help in providing adequate doorway protection. Furthermore, railroad repair forces are being urged to check doors thoroughly to make certain they are operating smoothly. It is felt that this would discourage the use of forklift trucks to open and close balky doors at loading and unloading sites.

MONDAY MORNING REPORT

SUPREME COURT TAKES BN IN STRIDE

There was nothing really startling in the four hours of Northern Lines merger argument before the Supreme Court last week. The Justice Department repeated, once again, that healthy rail carriers like Great Northern and Northern Pacific (Burlington, too) have no need for a merger that would monopolize transportation in the Northwest. The other side replied that there could be plenty of competition after the merger because (1) Milwaukee would be bolstered by ICC-prescribed conditions, and (2) truckers haven't exactly ignored the traffic potential of the vast Northern tier of states.

MAIN INTEREST: ICC CHANGE OF HEART

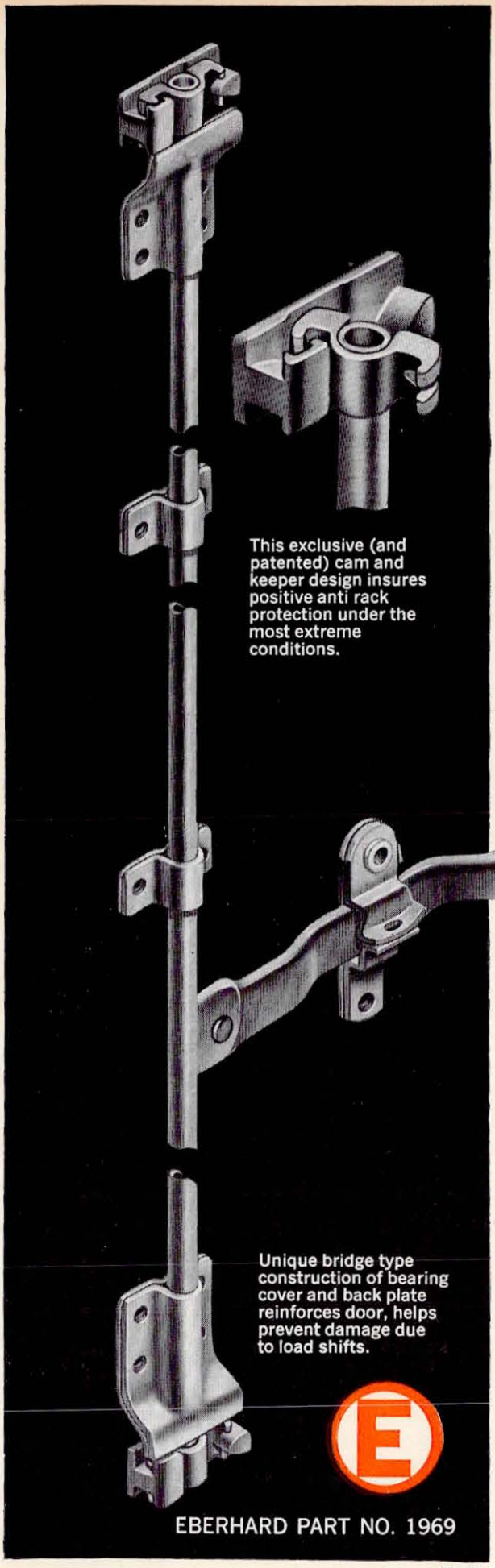
The Court seemed quietly interested in the change of ICC heart from a 6-5 vote against the merger in March 1966 to an 8-3 approval in November 1968. The shift in the majority vote, the Justice Department argued, was caused by a change of ICC standards. In the first report, against the merger, ICC "gave real weight, not just lip service to competition," Justice said. In the second report, for the merger, commissioners took rail claims of money savings and better service, "threw up their hands," and meekly acquiesced in prescribing conditions that Northern lines could meet. No value was given to the question of competition nor to the question of public need, Justice charged.

ATTACK ON ICC CHANGE IS UNIMPRESSIVE

The Court (most of whose members were around for the Penn Central case) seemed less than excited by the Justice Department arguments. Charges that the railroads had "sat fat and happy and been unwilling" to make routing arrangements they claimed could come only through merger produced little obvious reaction. Doesn't it seem, Justice Byron White asked, that the final ICC decision resulted from changes of fact (Northern lines' condition-meeting) rather than changes of standards? Because of those changes of fact, wasn't it possible for ICC to apply the same standards and get a different answer the second time?

IS COURT CALM A GOOD OMEN?

The Court appeared only slightly more shaken by arguments *for* the merger: (1) Justice has "exaggerated" the quantitative effect of merger on competition; (2) elimination of competition is less crucial than good economic effects for carriers and shippers; (3) trucks now move the entire range of agricultural products and bulk commodities long-haul; (4) shippers in the area support the contention that competition will be strengthened by the proposed Burlington Northern. It's true that the Supreme Court usually appears unperturbed, anyway. In the case of Burlington Northern, maybe that's a good sign.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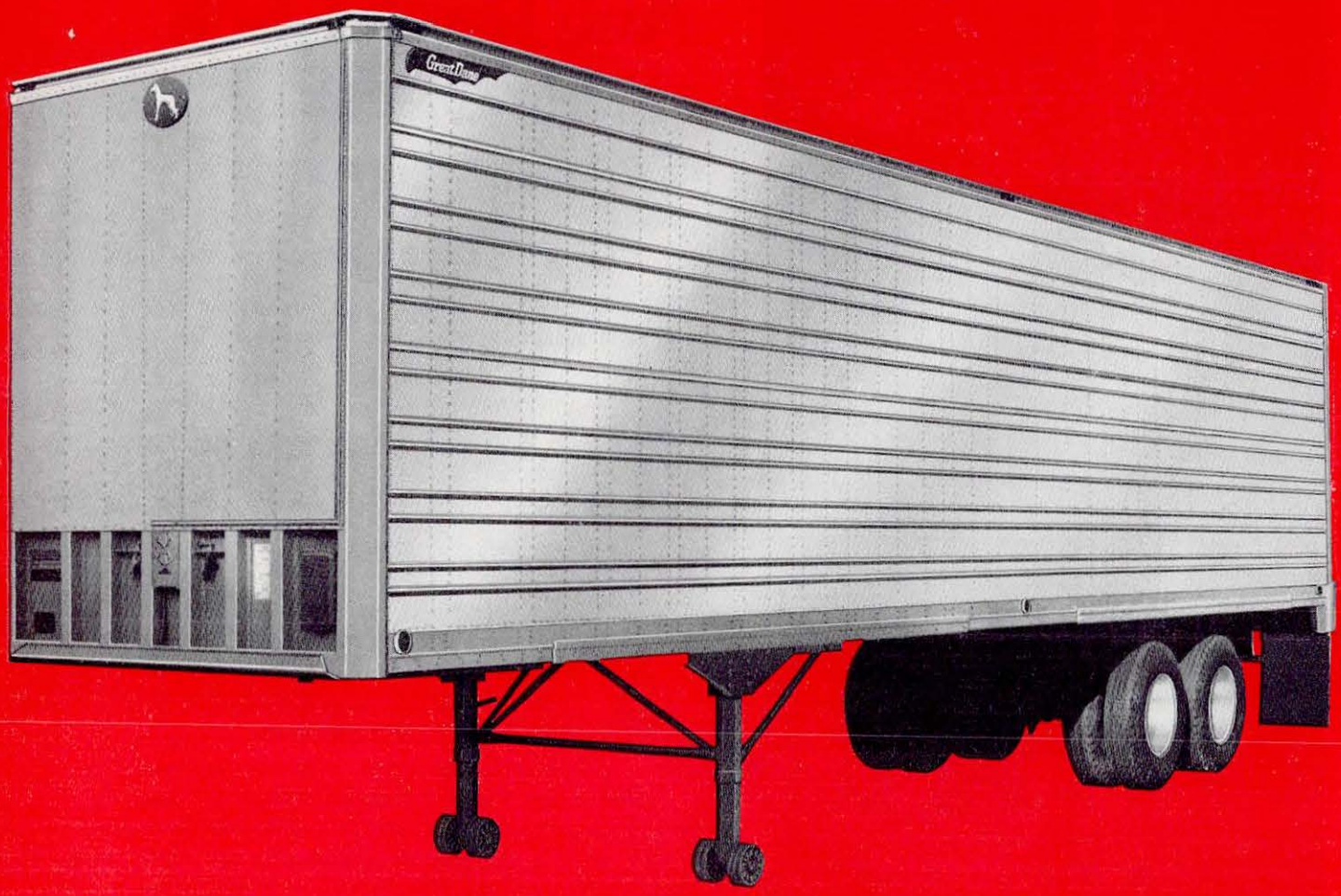

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WEEK AT A GLANCE

Penn Central had $8.8 million 3rd quarter loss

Penn Central Company's third quarter financial report shows a loss of $8,851,000 for the period. Consolidated earnings for the first nine months of 1969 were $17,600,000. Last year, the company's third quarter earnings were $15.2 million, and profits from the nine-month period totalled $52.2 million. As expected, the parent railroad company was responsible for the deficit, losing $19.2 million during the quarter. This was $9 million more than the combined losses of Penn Central Railroad and the bankrupt New Haven during the same period last year. In spite of the apparently grim immediate picture, Stuart T. Saunders, Penn Central chairman, remains optimistic about the future. Adverse effects from unusual occurrences account for at least $5 million of the quarter's deficit, he said. These included loss of coal traffic because all of the miners' holidays took place in July instead of being divided between June and July; heavy flood damage in July, and a refund to southern railroads in the Southern Divisions Case. In addition, railroad labor costs rose $12 million as terms of second round wage contracts became effective. Also, railroad fixed charges increased $7.7 million, primarily as the result of financing a heavy capital equipment program.

Nov. 18 earliest ICC can okay rate increase

The attempts to win quick ICC approval of a 6% emergency freight rate increase has been blocked by the book. Filed on 24-hour notice, the new tariffs failed to win approval from the Interstate Commerce Commission on October 18. ICC informed the railroads that rate increases can be considered "only on statutory notice." That means Nov. 18 is the earliest possible effective date. Oral arguments are scheduled for Nov. 12. Anyone who wants to appear at this hearing must notify the Commission before midnight, Nov. 6. If approved, the proposed rate increases would earn the railroads an estimated $600 million annually in additional revenue. Railroads are basing their request on existing and anticipated increases in operating costs.

DOT asks Congress for broad rail safety control

Secretary of Transportation John A. Volpe last week asked Congress to give his department broad regulatory authority over all major areas of railroad safety. Secretary Volpe also asked for money for an intensive, one year research program aimed at reducing railroad accidents. Labeling existing rail safety statutes "inadequate to enable the government to respond properly to the growing rail accident problem," Volpe sent a bill to both Houses that would give the Secretary of Transportation authority to prescribe requirements for railroad safety. These would include standards for performance of track and roadbed, rolling stock and signal systems, as well as qualifications of employees. Present statutes, most of which were enacted 50 to 75 years ago, are addressed only to particular hazards and do not reach the prime causes of most rail accidents, the Secretary said. He asked that these statutes be repealed. Their substantive safety requirements would remain in effect as departmental regulations. So would all outstanding orders, rules, regulations, standards, requirements and permits. A key section of the bill would authorize DOT to conduct an immediate research program on contributing causes of rail accidents. Special attention would be given to the problem of grade crossing safety. If enacted, the bill would be the first Federal move to couple rail safety research with regulation. In justification of a need for Federal control, Volpe cited the steady increase in railroad accidents, especially derailments, over the past seven years. "Of special concern," he said, "is the growing incidence of accidents involving hazardous materials." Since 1963, the accident rate has increased 66% to a monthly average of 700 train accidents. During this period, 45 communities evacuated citizens when an explosion or fire resulting from a train derailment threatened the town. A major section of the bill now before Congress specifically deals with the problems associated with transporting hazardous materials. The section calls for setting up a central reporting system for hazardous materials accidents to provide technical and other advice to law enforcement and fire fighting personnel involved when an accident occurs. Other elements would authorize the Secretary to: 1) establish facilities and staff to evaluate the dangers involved in shipping various types of hazardous materials, and 2) conduct an accelerated review of all aspects of transporting such materials.

LINES ON LABOR

IT'S ELECTION TIME for the United Transportation Union. All across the country, through most of November, UTU members will be balloting in the first local elections to be held since the four-way merger which put UTU together. The results will bear watching—as an indication of how grass-roots consolidation is going, and perhaps as an indication of the kind of leadership which will be serving tomorrow's union.

UTU PRESIDENT Charles Luna lays it on heavy, in telling his people what's at stake in consolidation and in the local voting. He sounds almost like a railroad chief executive telling the troops what's what in a railroad merger. And, in truth, there are parallels.

THE UNION'S STRENGTH, Luna declares, "hinges on the elimination of needless duplication that saps both money and manpower among locals with identical or similar jurisdiction. Consolidation of locals should reduce the administrative costs of operating each local. These savings can benefit the membership in many ways—including improved meeting facilities and a larger operating budget."

LUNA IS NO LESS BLUNT in promoting the survival of the fittest in local elections: "The increase in available manpower is an important aspect of these mergers. . . . With more highly qualified candidates to choose from, each local can elect the cream of a larger group of members as officers of the local. Better officers means better representation."

WHAT'S MANAGEMENT'S STAKE in UTU's local politics? Management's stake is much the same as Luna's. Management ought to be hoping that UTU members will follow their chief's advice and elect the brightest, sharpest, ablest men available. The reason? Simply that the industry can no more afford second-best leadership in the employee ranks than it can on the managerial side.

TOMORROW'S PROSPERITY in the railroad business will depend upon many things. One essential is the development of a management/labor partnership. Innovation—in technology, in marketing, in various aspects of corporate planning—is tied in with (and too often tied up by) labor participation. Partnership is the logical way out of the tie-up. Perhaps it's the only way. But it's going to require big men, thoughtful men, in both management and the unions.

Deadline for ACI labeling to be extended

The deadline for equipping the interchange freight car fleet with automatic car identification labels, now set for Jan. 1, 1970, will be extended, perhaps as much as six months. Informed sources say this "more realistic approach" is being taken following a recent AAR board meeting at which ACI was given a thorough examination by railroads' top executives.

Approximately 65% of the interchange freight car fleet is now ACI labeled, reported an AAR spokesman. Additionally, at least three U.S. Class I railroads have 95% of their cars equipped with ACI labels. Other positive signs for ACI were brought out at the Data Systems Division, AAR, meeting held last month in San Francisco. These plus factors were reported:

— No railroad has less than 30% of its cars labeled. At least 10 railroads will have all their cars labeled by the end of this year.

— Nine railroads have 31 ACI scanners in service. By the end of this year 50 scanners will be in service. At least 200 scanners will be ordered next year. Scanner production, now running at 15-25 per month, will be more than doubled by the first of next year and is capable of being further accelerated, report manufacturers' spokesmen.

— Accuracy is running to more than 99% for ACI scanners reading correctly labeled cars, report roads with systems in service.

"Analysis and evaluation of total system throughput—from label application to computer output of ACI based information—is essential," said W. H. Thompson, vice-president operations and general manager, Illinois Central, chairman of DSD's ad hoc committee on ACI. The time has come to tighten control of the freight car fleet, because funds won't be readily forthcoming for the easy solution to the freight car shortage, namely, buy more cars, Thompson said.

Railroads have spent about $12.5 million for labeling cars. With that investment, railroads are going to make ACI a workable system, Thompson said. Complete and thorough economic studies and evaluations can show ACI paying its way.

Canadian National has 20 ACI scanners on order. Each will be located at a major yard on interchange where the economics are very much in favor of installing ACI, said Peter B. Wilson, chief of operational research for CN.

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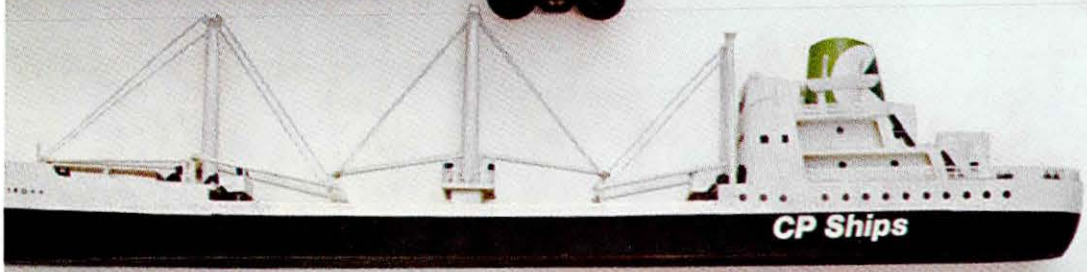

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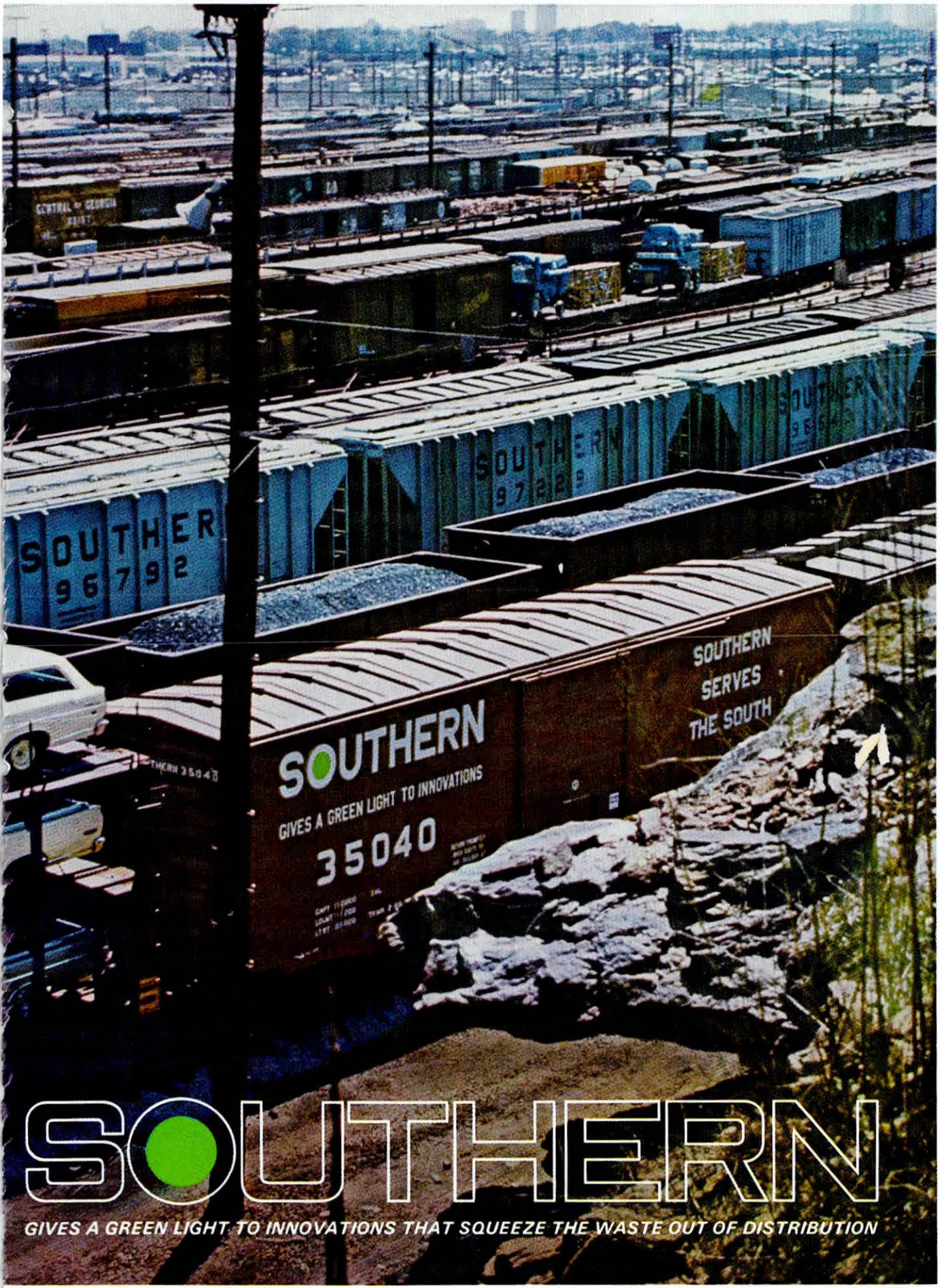
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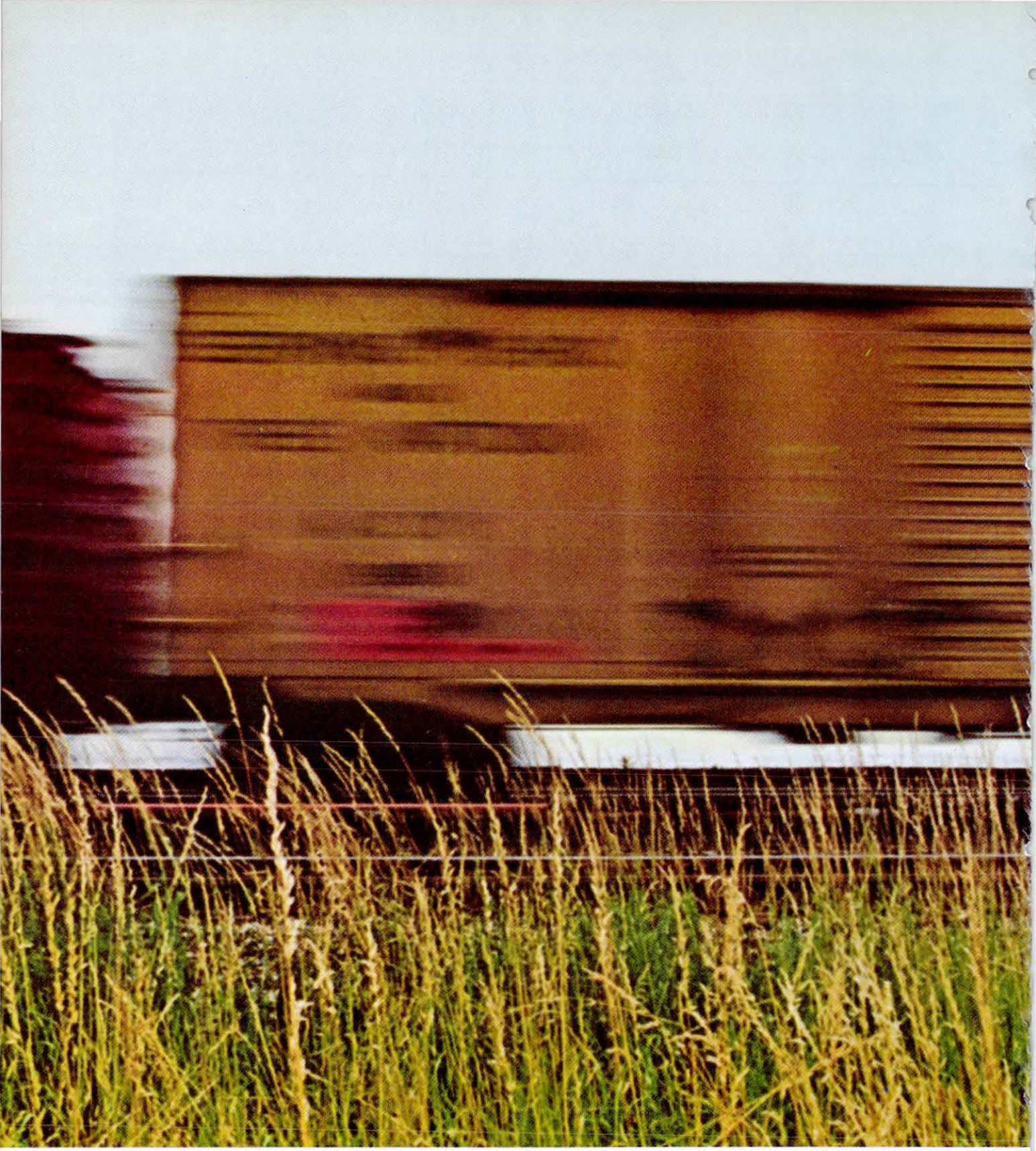

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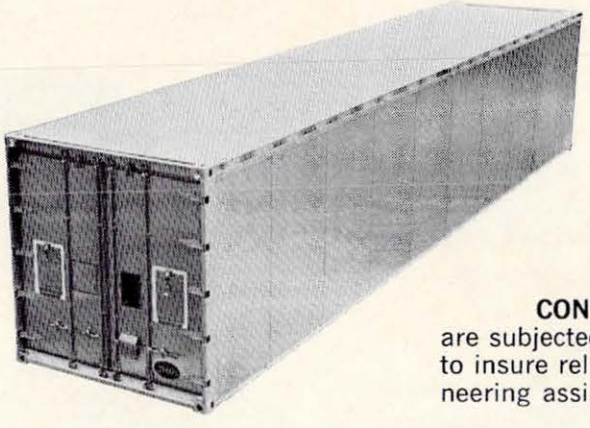

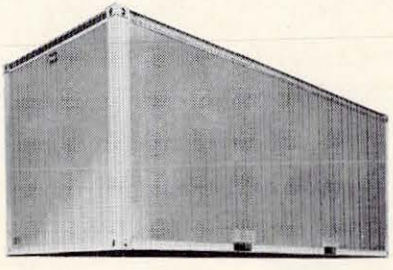

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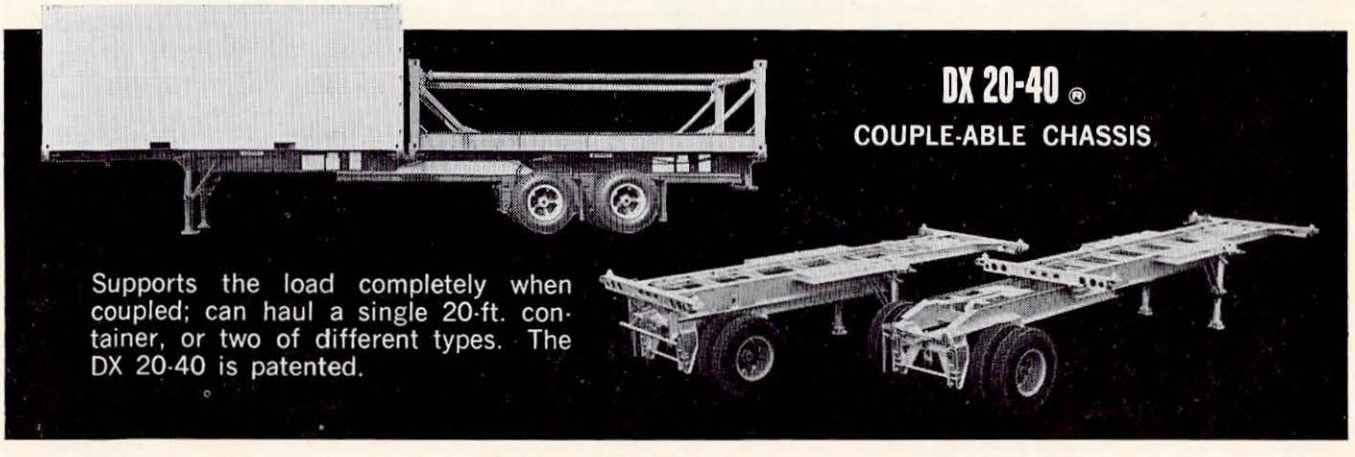

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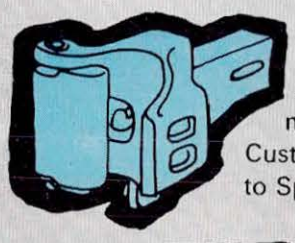

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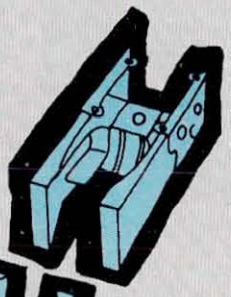

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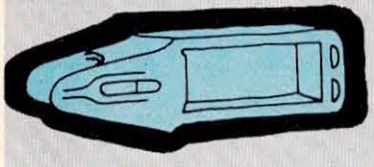

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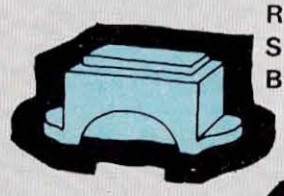

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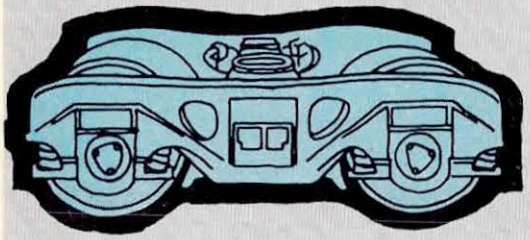

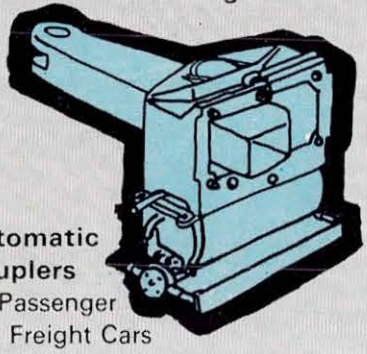

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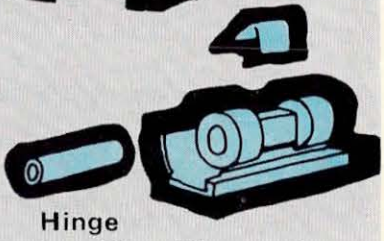

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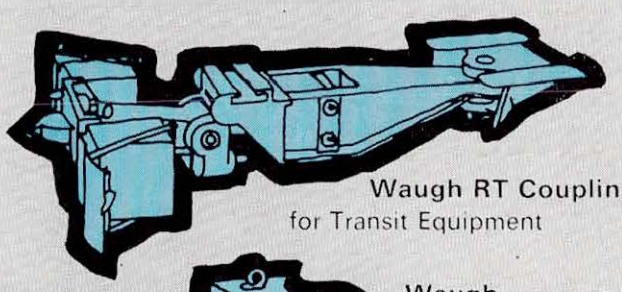

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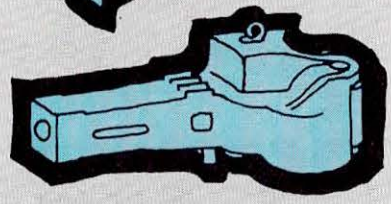

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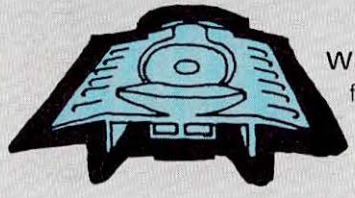

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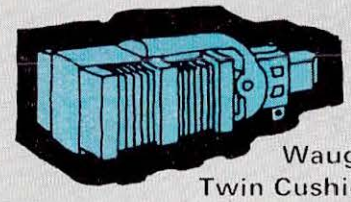

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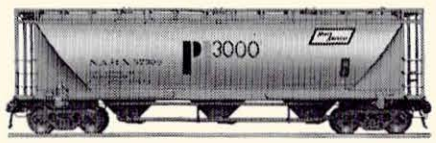

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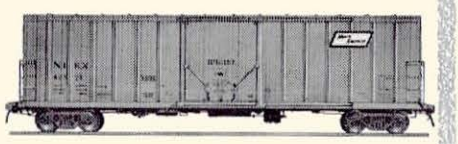

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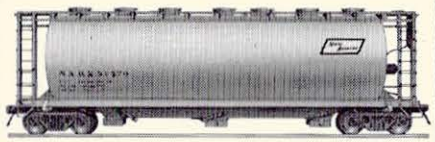

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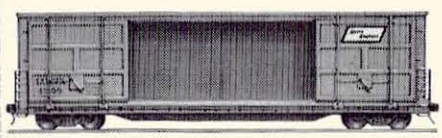

The "All-Door" Car opens 25' wide to take extra long, bulky loadings of bundles, crates, and packages. Protective partitions on in-car sliding tracks can be made available. Easy loading and unloading. Cuts handling costs.

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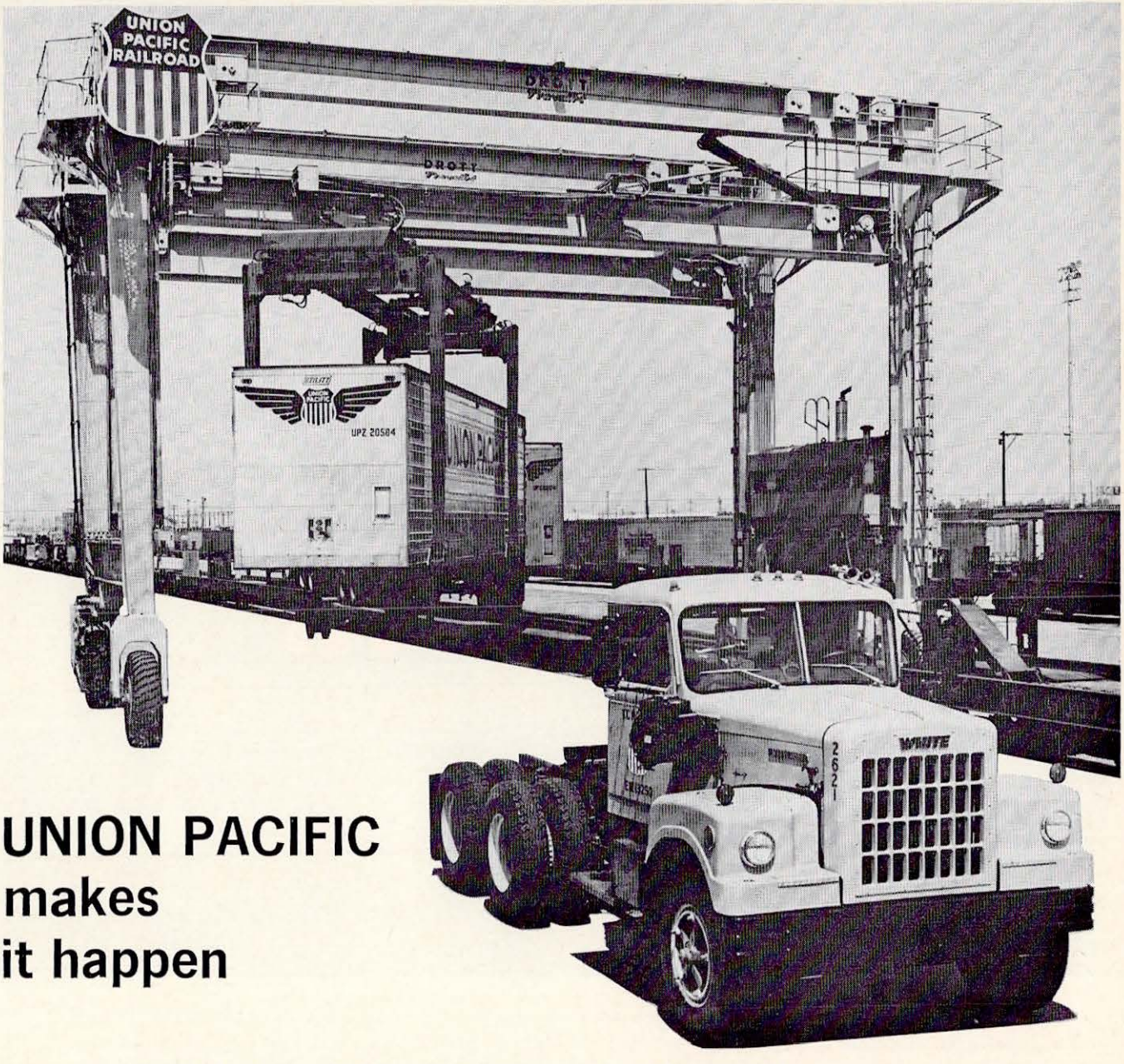

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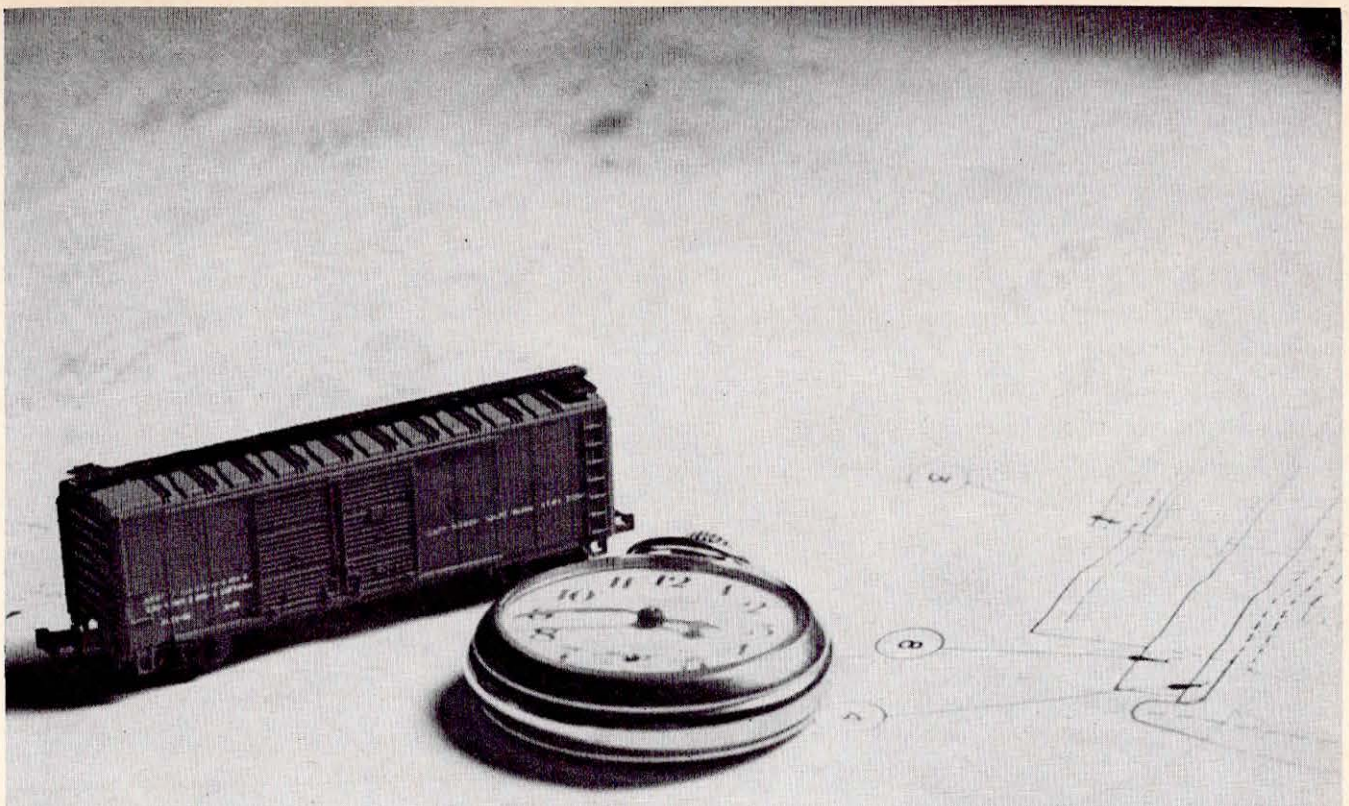

Invest a few man-hours installing our SP-E units—

get years of superior cushioning in return.

Installation speed and economy is only the prologue to our Type SP-E Unit's proven story of better protection for fragile freight and car components.

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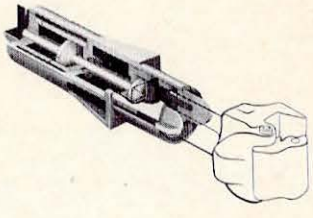

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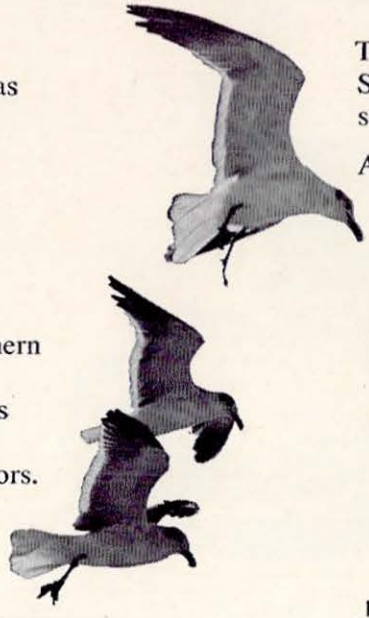

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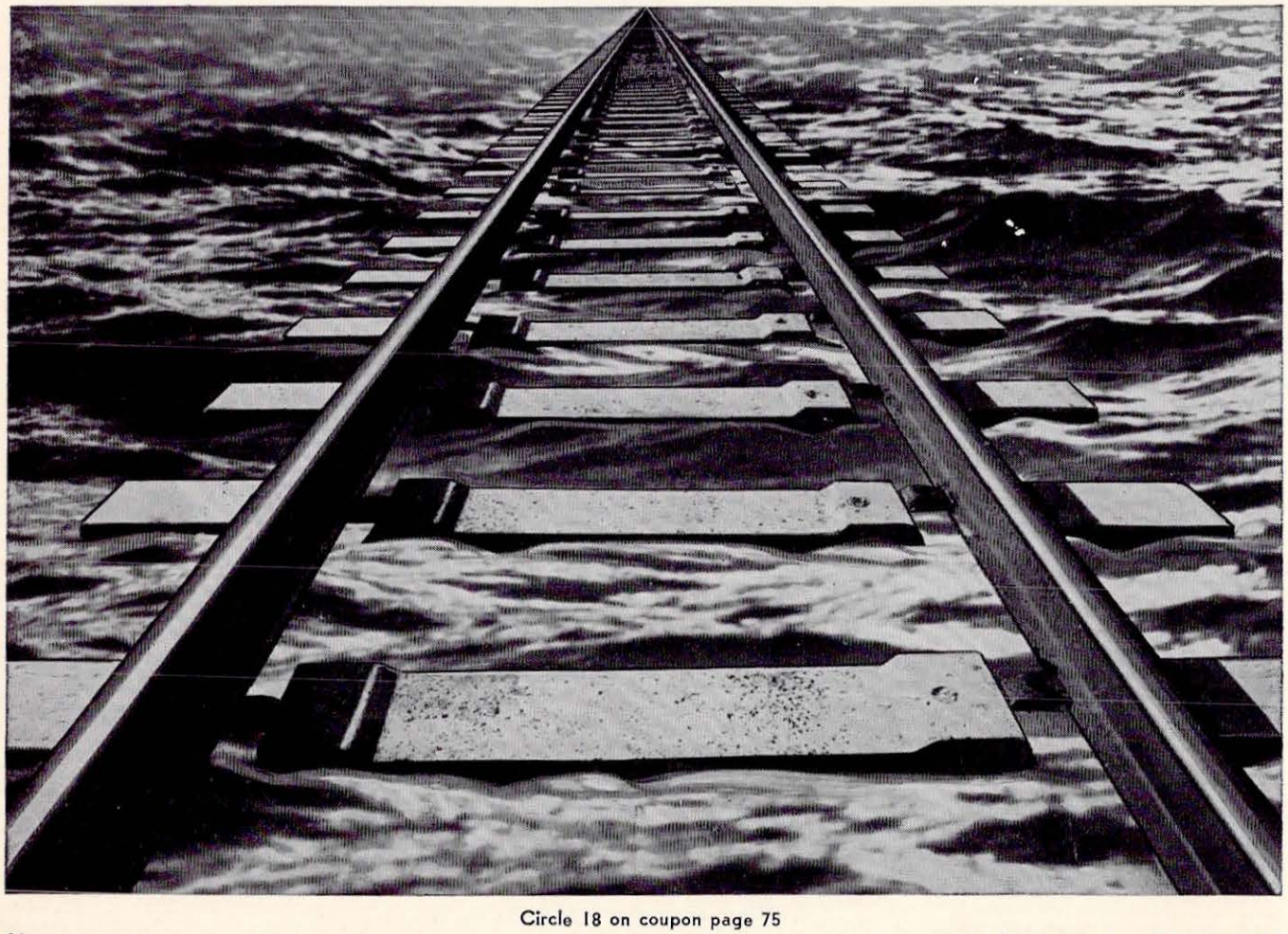


Circle 18 on coupon page 75

13 steps toward improved car utilization

Improved freight-car supply is a responsibility of the customer as well as the carrier. That point was driven home at the 33rd annual meeting of the National Association of Shippers Advisory Boards in Houston.

J. C. Ringleb, traffic-manager, transportation services, Kimberly-Clark, had 13 specific suggestions for improving car utilization—eight of them directed at shippers.

Ringleb said industrial traffic managers should:

—Order cars as far in advance as possible, with complete information as to commodity and destination, and routing if requested.

—Confirm all orders in writing.

—Observe car service rules.

—Avoid inflating orders.

—Load and unload promptly—and unload clean.

—Issue billings promptly—the day the car is pulled.

—Use good service routings.

—Use the right car for the right loading.

For carriers, Ringleb proposed a five-point program:

—Coordinate car distribution controls between central offices and divisions.

—Furnish the proper car for the particular load.

—Give empty car movements the same attention as loaded cars.

—Run time freights on schedule, without holding for full tonnage.

—Look ahead beyond one day to fulfill shippers' needs.

● **3 million lost car-days.** W. B. Thomas, traffic manager of Gifford-Hill, also called for shipper-carrier cooperative efforts to recapture "some of those nearly 3 million car-days" which he said are now lost. He placed particular emphasis on improved terminal handling, a reduction of car turnaround time, and provision of "super interchanges" for free physical interchange of cars. He said shippers can play an important role in cutting down on car shortages by, for example, pre-blocking loaded cars, by billing promptly, and by returning empty cars in a condition which permits their movement without special treatment.

● **The dirty-car problem.** There is no greater problem affecting car efficiency than that of dirty cars, said C. J. McPhail, general manager of the Detroit & Toledo Shore Line. He said neither shippers nor railroads "have recognized the severity of the situation or the tremendous benefits to be reaped by elimination of the problem."

A recent survey in Toledo showed that on survey day 202 cars were tied up on cleaning tracks in the area, most of them box cars, said McPhail.

McPhail suggested that railroads consider appointing special car service agents to maintain liaison with industries served. Their job would entail, among other things, checking cleaning tracks, visiting shipper docks, observing team tracks for proper car releasing, and calling upon dock foremen and traffic managers to maintain good communication lines.

● **Cutting terminal time.** On the Frisco, said J. H. Brown, that railroad's vice president-operations, the word is out that "yards may count more than miles." He said Frisco has learned that for the most part yard and terminal delays are "attributable to the absence of performance standards."

To combat this, the Frisco has put into effect a Service Measurement Program aimed at better quality control. Basically, Brown said, the program involves (1) setting standards, (2) measuring performance against these standards and (3) follow-ups to take action on any exceptions.

● **Super railroads.** Principal railroad speaker at the NASAB session was John W. Barriger, president of the Katy. He looked optimistically to the day of the super railroad—but he suggested that there can't be any super railroads until some of the federal government's super regulation is lifted. Addressing himself to the theme of the NASAB meeting—"Partners in the Space Age"—he stressed that it will take nothing less than super railroad operations to meet space-age transportation needs.

Railroads require the freedom to become "mass producers of transportation," said Barriger. He defined mass production of transportation as "the concentration of the work to be done into units of such magnitude that the mechanical forces and processes required to perform it can be provided by machines and methods that, in all cases, will permit the most effective and economical use of labor, materials and power." Super-regulation, he said, now prevents this.

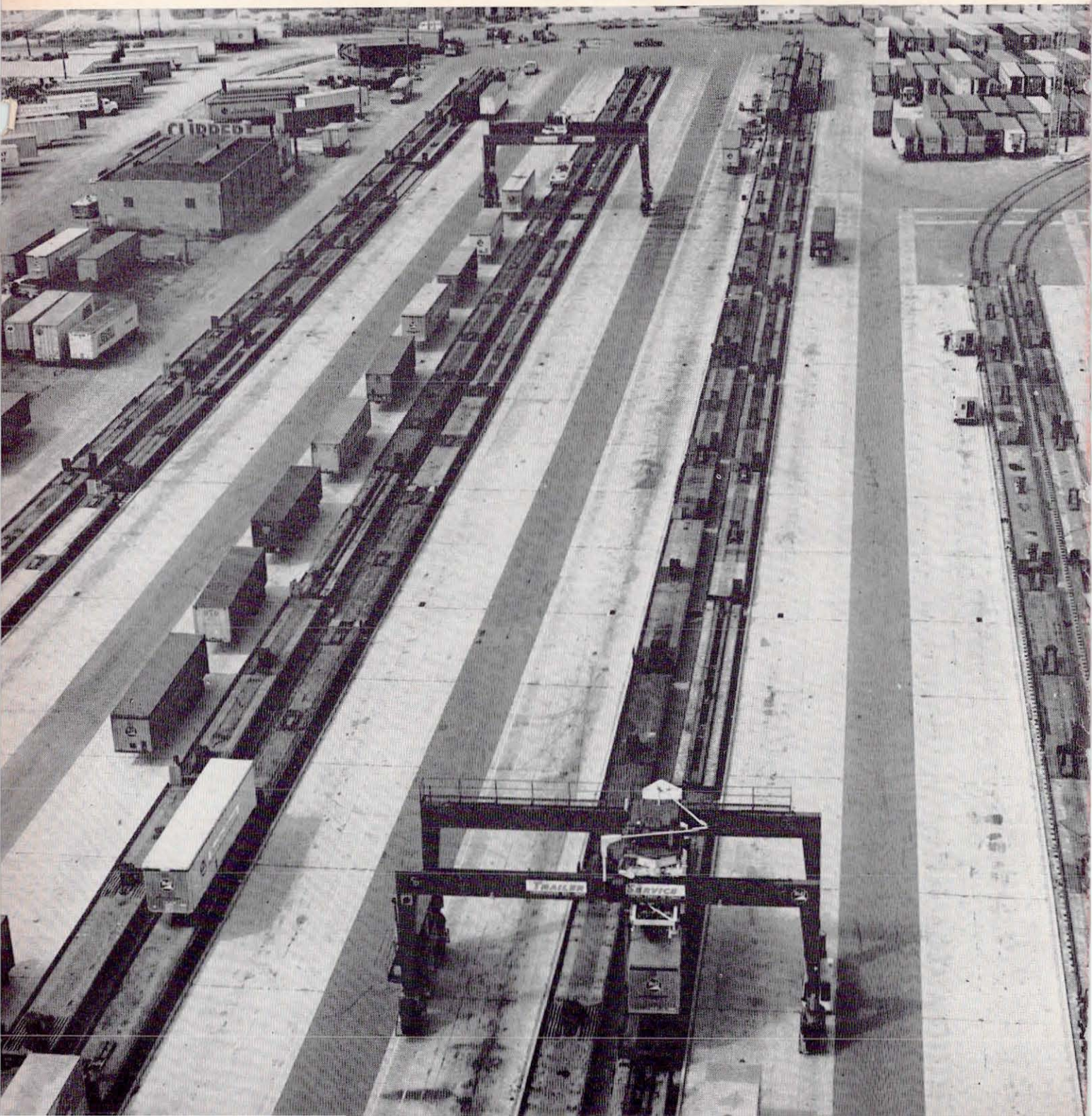
Regulatory restraints are a principal reason for the railroad industry's non-growth status, said Barriger. It is this status, he added, that is helping to create labor problems. He pointed out that if railroads were permitted to create and market a more useful service, they would require substantially more employees than they now have on their payrolls.

Among the most pressing needs seen by Barriger was legislative relief in the field of rate-making. Competitive equality in pricing their services, along with other freedoms to compete, could triple the present production of freight transportation, and raise passenger transportation output to more than 100 billion passenger-miles annually, said Katy's president.

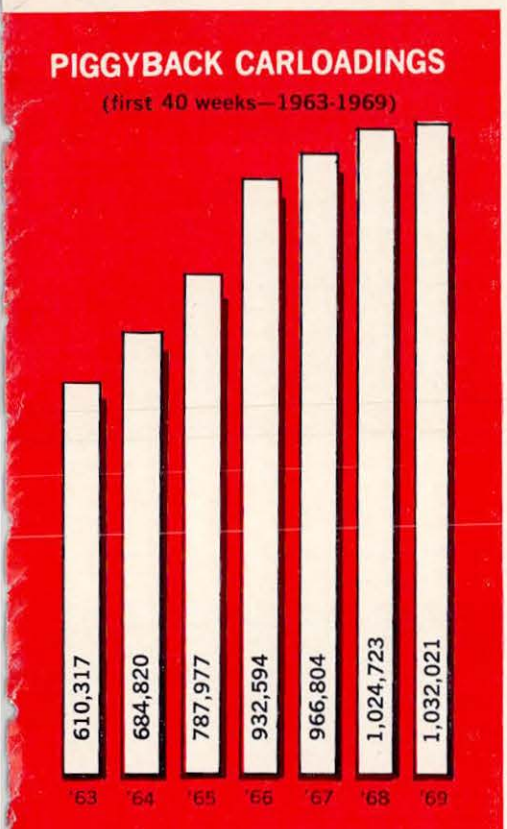
● **New officers.** Approximately 400 shipper and carrier representatives attended NASAB's annual meeting.

Lee K. Mathews of St. Louis, general traffic manager, Missouri Portland Cement Co., stepped down as president of the association and was succeeded by Allen K. Penttila of Des Plaines, Ill., director of traffic and transportation for the Evans Products Co.

PIGGYBACK



Regrouping for new growth



C&O/B&O terminal at Forrest Hills (Chicago)

By **FRANK MALONE**, Washington Editor

This may come as a surprise to the gloom-mongers, but railroad piggyback is still alive, still growing and still showing promise.

Even if you look only at what seems to be considered the weakest measure of TOFC/COFC progress—carloadings—you see a volume gain over last year. However, a breakdown of loadings into trailers and containers would give a more accurate (and brighter) picture. And a look at rail-highway revenues would cinch the argument.

It is true that the volume of piggyback traffic is growing at a slower rate in 1969 than in 1968, and less rapidly than in most of the years of piggyback's existence. The point is that growth continues to be seen. And the real point is that you can find cheer even in that slower rate of increase. You just have to subscribe to the belief reflected by piggyback men throughout the rail industry. That belief is that the demand created by railroads' promotion of TOFC/COFC service has finally caught up with, and is getting ahead of, the rail industry's capacity for providing that service.

● **Re-grouping, not reversal.** In other words, the problem is not a falling off in piggyback traffic. The problem seems to be one of rail capability. It is not a reversal of longstanding piggyback traffic trends that railroads must face. Rather, the challenge apparently lies in a re-grouping to meet those trends.

The ingredients of that re-grouping, as reflected through a Railway Age survey of railroads last week, seem to be these:

—Further appraisal of the priority given to piggyback by top management.

—Continued, heated-up push to uniteterminal knots and provide dependable piggyback service.

—New boldness in exploiting piggyback's potential of flexibility, both within the present Plan structure and by experimenting with new Plans.

—Application of a more selective approach toward the type of piggyback traffic that a railroad will handle.

That is why, for one bright example, Missouri Pacific has just set loose a new fleet of five piggyback trains between Texas and the Chicago and St. Louis gateways. The new MP "Eagles" are designed to meet what MP traffic people see as a piggyback market growing far beyond previous rail expectations.

The vision of a burgeoning market is behind Penn Central's October announcement of two new solid piggyback trains between the East and Chicago. It is the reason why names like "Fastback" (Illinois Central) and Apollo and Roadrunner (Norfolk & Western) are becoming as common as the names of passenger trains used to be.

● **The not-so-bad figures.** That vision, in the opinion of some observers of rail piggyback operations, still needs promotion within the rail industry. However, it already has spread enough so that in the year 1969, when it seems that the problems accompanying other forms of rail traffic finally have overtaken the maturing piggyback prodigy, the industry can still make a good three-quarters comparison with 1968 as shown by the following railroads. In most cases, the figures are for piggyback carloadings, with mail and express excluded.

Missouri Pacific: up 10% (individual trailer units). Santa Fe: up 22% (trailers). N&W: up 10% (carloadings). Louisville & Nashville: up 15% (carloadings). Milwaukee: up 12% (carloadings). Illinois Central: up 19% (carloadings for first six months only). Frisco: up 12% (trailers). Penn Central: up 5% (carloadings through August). Chicago & North Western: up 4% (carloadings through July). Baltimore & Ohio: up 10% (carloadings). Missouri-Kansas-Texas: up 6% (trailers). Western Pacific: up 5% (trailers). Great Northern: up 18% (revenue). Seaboard: up 9% (revenue). Southern Pacific: up 10% (trailers and containers for eight months). Southern: up 15% (containers and trailers). Reading: up 17% (carloadings). Rio Grande: up 20.5% (trailers/containers). Burlington: up 12% (carloadings). Chicago & Eastern

Illinois: up 10% (carloadings). Northern Pacific: "definitely up." Chesapeake & Ohio: up 4% (carloadings).

● **The new Eagles.** With few exceptions, the listed railroads report that they expect to hold those piggyback increases. In many cases, the outlook is for greater gains by the end of the year. Adding support to that outlook for the industry generally, and for Missouri Pacific specifically, are five new TOFC/COFC trains.

This new MP lineup includes:

—The Windy City Eagle, billed as the fastest available rail service between Texas and Chicago. Originating daily at 8 a.m. in Forth Worth, the train leaves Dallas at 10:15 a.m. and Houston at 11 a.m., with arrival in Chicago (via Chicago & Eastern Illinois) at 4 a.m., second morning.

—The Gateway Eagle, a northbound piggyback train designed to operate on an interlocking schedule and arrive in St. Louis in time to make important eastern connections. Leaving Fort Worth each day at 8 a.m., the train arrives at St. Louis at 10:30 the next morning. En route to St. Louis, the Gateway moves through Dallas and picks up sections from Houston, San Antonio, Texarkana, Beaumont and Alexandria. It also moves through Little Rock, Ark., and picks up sections from Louisiana and Arkansas points.

—The Southwest Eagle (the original MP total-piggyback train, Texas Piggyback Special 69), which provides next-morning delivery from St. Louis through to Dallas and Fort Worth.

—The Gulf Coast Eagle, which is a second section of Number 69, created to relieve the heavy load on the first section. Leaving St. Louis every day at 9 a.m., it arrives at Houston at 6:30 the next morning.

—The Lone Star Eagle, a completely new service from Chicago through to Dallas and Fort Worth. It leaves Chicago at 10:30 p.m. each day, and arrives at Dallas at 4:30, second morning, at Fort Worth at 6 a.m., and Houston at 6:30 a.m., all on the second morning.

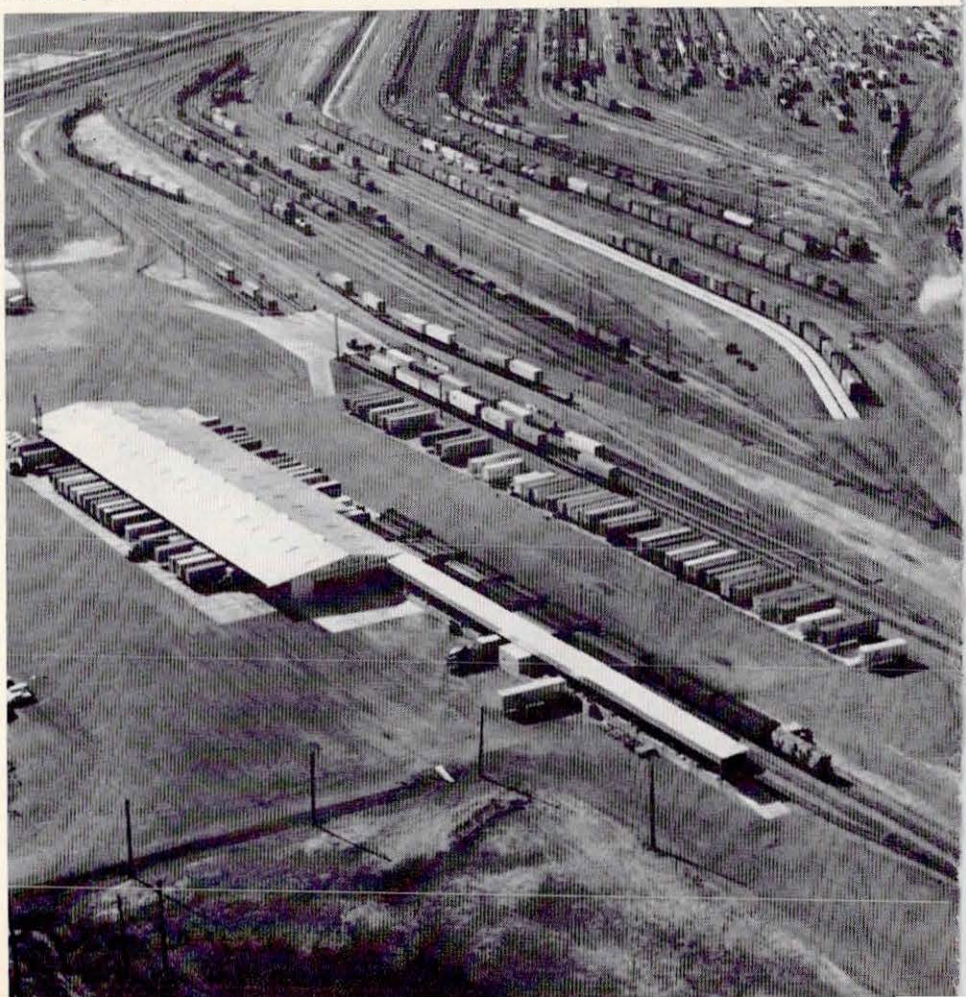
Behind this expansion of all-piggyback schedules is a philosophy that Missouri Pacific says has prevailed since rail-highway service began on MP about 15 years ago.

That philosophy is spelled out as follows in the promotion material going to prospective MP customers:

"MoPac top management decided early that piggyback represents a major breakthrough in shipper service, that it would quickly become a top commodity in our transportation package, that it would gradually capture a big portion of the transportation market.

MOPAC'S SOUTHWEST EAGLE, running on a morning-to-morning schedule between

TOTAL DISTRIBUTION concept is illustrated in MP's North Little Rock, Ark., facility. Freight-yard complex includes piggyback ramp and LTL terminal.



St. Louis and Dallas-Fort Worth, is part of the railroad's newly-created five-train Eagle Piggyback Fleet.

"Therefore, they decided to give development of piggyback high priority. Some railroads first fought piggyback, then grudgingly admitted that it was a necessity, but never have treated it as anything more than an auxiliary service. If it could be blended in with the traditional railroad service, fine. They have done little to sell it either to their own people or to their customers. MoPac and some other railroads took the opposite approach. As a result, they have helped both themselves and their shippers."

To traffic men receiving the Eagles booklet, Joseph A. Austin, MP vice president-traffic, adds in a separate letter:

"It will pay you to take advantage of this new MoPac Eagle Piggyback service. First, there is no faster way to move piggyback traffic between the nation's number one and two gateways and the booming southwest. Second, these trains meet their schedules because our people give them VIP handling all the way. Add this speed and reliability to the inherent economy and efficiency of piggyback and you have a transportation package that will meet almost any shipping needs."

In addition to the sales effort, MP is undertaking a nationwide advertising campaign to promote the Eagles.

● **That question of priority.** Missouri Pacific's outspoken emphasis on priority reflects a feeling that can be detected elsewhere in talking with piggyback men. The feeling is that the major hurdle which piggyback still has to overcome to reach its full potential is the proper determination of piggyback's place in the railroad organization. A number of TOFC/COFC men are strong in the belief that piggyback is not getting the treatment it deserves from high-level management. Consequently, it is difficult for piggyback men to create and offer the service they say is needed to fully capture the rail-highway market.

One subscriber to that belief is Thomas G. Swartzlander, Chicago & North Western's intermodel operations director. He sums it up like this: "I personally feel that we could do better in our piggyback operation if we were not considered to be simply another part of the fleet—like 40-foot box cars. We have special needs which must be considered separately from the general needs of our railroad if we are to be able to make the contribution I am convinced we can make."

● **Terminal congestion.** Nowhere is the effect of piggyback's lack of priority more evident, many rail-highway managers believe, than in the freight yard. As one TOFC/COFC director for another Chicago-based road puts it: "It makes no sense to run the hell out of a piggyback train over the road, just to get it into the yard so it can be treated just like any other train."

Evidence that such procedures do not prevail everywhere can be seen in some counter moves such as described in the Missouri Pacific promotion piece:

"Any railroad can load a trailer or container onto a flatcar, put the car into a train, route it from point A to point B and call this piggyback service. But it takes more than that to provide efficient piggyback service. MoPac management has backed its philosophical commitment to piggyback by investing millions of dollars in special piggyback terminal facilities.

"These facilities are strategically located throughout our 12-state, 12,000-mile system, usually adjacent to our general freight yards. We have constructed large, modern, well-lighted, all-weather ramps where loading and unloading is performed quickly. These ramps are served by new tracks built specifically for that purpose. At many points, giant cranes have been installed to handle containers. And our train crews know how to serve these ramps."

Judging from the apparently widespread feeling about piggyback prior-

ity, it seems that TOFC/COFC men might agree that the key phrase in Mo-Pac's analysis of its service would be "adjacent to our general freight yards." The piggyback operation must be close enough for interchange, but far enough away to miss yard congestion, it appears.

An example of how that seems to work with success can be found on Frisco, one railroad that does not run trains that are exclusively piggyback. Willard R. Eilers, Frisco TOFC manager, emphasizes that his railroad's piggyback ramps all are set up at points that promote good service—close to, but not within, the inbound and outbound yards at principal Frisco points. (No cranes are used.) "With few exceptions, we have eliminated piggyback switching delays," Eilers says.

Independently of any discussion of piggyback priority, terminal problems can be singled out as a major concern. No matter how important management may consider piggyback, a Western rail man observes, the consideration may be thwarted by a "simple lack of real estate." His railroad needs 15 more acres in the next 12 months, "just to keep up."

One railroad that seems to have found the necessary acres—in one terminal area, at least—is C&O/B&O which reports that its two-year-old piggyback terminal at Forest Hill (Chicago), Ill., is living up to expectations.

Stanley M. Christovich, C&O/B&O trailer service director, says: "The Forest Hill facility has undergone a thorough shakedown. In the last six months we have enjoyed virtually trouble-free operation there."

Involved was a $3.5-million overhauling of a former support yard to produce a 12-track yard capable of handling more than 200 flat cars over a 45 acre area including storage room for 800 flat cars. The predicted 90-second unloading time has become a daily occurrence.

Nevertheless, Christovich looking at piggyback operations elsewhere on his railroad says: "In the context of everybody's laments, we have not overcome the physical terminal limitations. There is need for more attention to the terminal management function and to improved terminal facilities."

● **Pursuit of flexibility.** Traffic priority and terminal congestion are just two of the re-grouping factors you find in talks with piggyback men. A third may or may not be related to management attitude toward piggyback, but it seems related to the success of piggyback on certain roads, at least. This might be described as the degree to which a railroad decides to pursue piggyback's flexibility potential. In other words, how far will a railroad go in experimenting within the structure of piggyback plans?

Again, the discussion swings to Missouri Pacific. In addition to the five official piggyback plans published by the Association of American Railroads (mail and express excluded), Missouri Pacific promotes a crossbreed Plan II½. This covers ramp-to-ramp service with trailer and car furnished by Missouri-Pacific—with rates set by individual flat car, (per 100 pounds on access over 70,000 pounds), and the shipper or agent has the responsibility for pickup and delivery. Evolution of this form, for which MP claims credit, can be seen from a look at the other piggyback plans:

—Plan I involves trailers furnished by motor carriers and hauled by railroads in a "substitute" service for road transport. In addition to ramp-to-ramp movement, the railroad loads and unloads the trailer or container.

—Plan II involves trailers furnished and hauled by railroads and includes pickup and delivery, the complete rail door-to-door service.

—Plan III involves trailers furnished by shippers or freight forwarders and hauled by railroads on a ramp-to-ramp basis, including loading and unloading by the railroad but pickup and delivery by outsiders.

Plan IV involves trailers and rail cars furnished by the shipper for ramp-to-ramp rail haul and private pickup and delivery (often loading and unloading, too).

Plan V involves the setting of joint intermodal rates for coordinated rail-truck service, with either mode originating and delivering shipments and billing the shipper.

MoPac's application of these plans can be seen from the accompanying chart. In a company publication, Missouri Pacific tells its employees: "Today, Plan II½ is the fastest growing of all the piggyback plans and the second most popular of the six plans commonly in use. According to the ICC, Plan II½ accounted for only 7% of all piggyback business, but jumped all the way to 26% last year."

Not all railroads use Plan II½. Not all railroads use all five "official" plans. With Plan II½ somewhere near the top, the order of popularity seems to be: Plan II, Plan III, Plan I, Plan V and Plan IV.

One piggyback director observes: "I don't know that we could use more plans. We already are drifting toward categorizing things unnecessarily. The plans we have now aren't being used fully. Plan V is grossly under-exploited. And between Plan II and Plan III we have the capability to provide the whole range of service. Plans II and III are as flexible and as capable of modification as the two parties (rails and shippers) want to make them.

"We simply aren't imaginative enough. We should be enjoying the potential of the existing plans, but lack of imagination prevents this. This is one area where we'll have to get smart. We'll have to overcome the limitations of cost and logistics analysis that keep us from unlocking the door to ways which appeal to the shipper."

North Western's Schwartzlander has this comment about Plan adjustments: "The carriers are starting to look at piggyback in a realistic manner to determine what's profitable. Plan II is especially worth examining. It's the least profitable, has the highest shipping rates and is the highest in rail costs."

And Frisco's Eilers says he still sees a reluctance on the part of some railroads to publish a wider variety of rates.

CONTAINER TRAFFIC is now growing faster

The MoPac Piggyback Numbers Game*

Plan No.	Trailer Furnished by	Rail Car Furnished by	Rates	Scope of Rail Service
1	Common Motor Carrier	Railroad	Motor Carrier pays flat rate per trailer, regardless of contents, reduced charge if empty.	Ramp to Ramp (includes loading trailer on and removing from flatcar).
2	Railroad	Railroad	Depend on commodity	Includes pickup & delivery and rail line-haul.
2½	Railroad	Railroad	Per flat car, per 100 lbs. on excess normally over 70,000 lbs.	Ramp to Ramp. Shipper or his Agent does pickup and delivery.
3	Private Shippers	Railroad	Various (per trailer, per car, per 100 pounds).	Ramp to Ramp; includes loading trailer on and removal from flatcar. Shipper does own pickup and delivery.
4	Shipper	Shipper	Per car, with weight limitations	Ramp to Ramp.
5	Railroad or Common Carrier (highway)	Railroad	Joint rail —trucks rates. Depend upon commodity	Rail service includes pickup OR delivery and rail line haul. Also loading trailer on and removal from flatcar. Truck does rest.

*These six piggyback plans, along with their rate bases, show how one railroad works to exploit the flexibility of rail-highway service.

on MoPac than conventional TOFC. Below, some of the road's 50 new containers.

● **Are rails pruning piggyback?** The question of tariff adjustment leads to a fourth consideration: How much are railroads engaged in a selective evaluation of their piggyback traffic? How fast are railroads starting to prune the piggyback service that originally accepted anything that could fit the concept of piggyback traffic?

One railroad reports that its 1969 piggyback operation saw the abondonment of "certain marginal services." Another railroad admits a "selectivity program of weeding out unprofitable short-haul traffic," and adds that the only "major" problem it faces in rail-highway service is further elimination of the short-run business. A third railroad reports the "screening out of formerly good traffic which is no longer good enough." And a fourth adds: "It's not something you're going to hear many piggyback salesmen talking about on the street, but the trend definitely is toward a colder look at the services we've been offering and a quiet amputation of unprofitable plans."

This new appraisal of services (but not necessarily a selective process) is reflected in a statement by N&W's TOFC/COFC director, Reginald B. Short:

"Much of the success we are having is attributable to the fact that we have tailored our TOFC/COFC efforts to the total distribution concept of shippers and receivers. We provide a full line of services in one package. Our experts are knowledgeable in sales, rates, operations and terminals and they can talk to shippers in their own language. It's this personal service that has helped us enormously."

While agreeing that service problems have become as tough for piggyback as they are for other forms of service, rail men seem reluctant to assume a pessimistic posture. "Compared with our other traffic, our TOFC/COFC is in excellent shape, and our other traffic isn's so bad off," one rail man says. "We've certainly had problems with terminal hangups, but we're at a turning point now, and the future looks great," says another. "We could use 200 more cars tomorrow, and the roads we interchange with could use them, too," is another report. And: "Piggyback for us is as good as ever and the prospects are equally good." We're very optimistic about future growth, now that we're getting some routing problems ironed out," another rail-highway manager says. Finally: "Our forecast is

(continued on page 76)

PIGGYBACK

How TTX handles heavy repairs

RACK CAR REPAIRS frequently involve three parties as Berwind bills responsible road

It would seem almost paradoxical in the railroad industry that an owner with a fleet of well over 50,000 cars would not own any shops for maintaining or repairing them. But Trailer Train, with its current investment of over $750 million in piggyback and specialized flat cars has consistently relied on contract shops to do not only the scheduled maintenance (RA, June 24, 1968, p. 34) but also the exceptional repairs for its equipment.

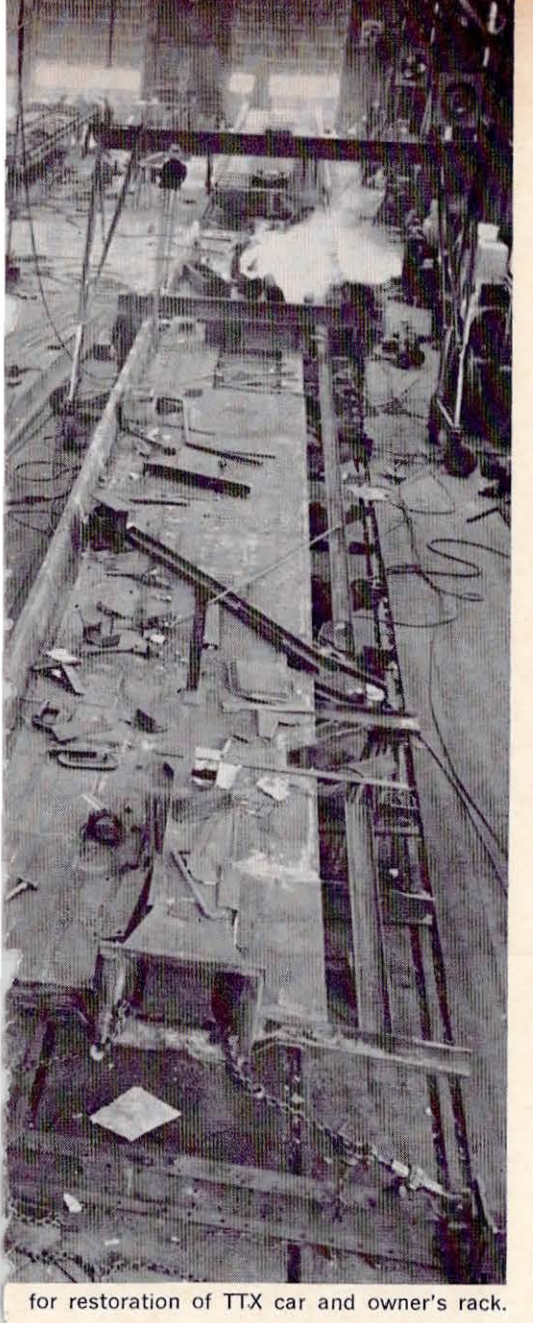
And it apparently will continue to do so. While periodic maintenance is now done in the shops of three contractors, heavy (or wreck) repairs for all TTX cars are made at the Hollidaysburg, Pa., shop of Berwind Railway Service Co. Years ago Trailer Train gave some railroads permission to repair those of its cars which they had damaged extensively in derailments. Inevitably, according to J. E. Wightman, Jr., TTX vice president and general manager, most of these cars ended up being shipped to the Berwind shop.

● **An all-welded problem.** The railroads' problem was not difficult to identify. No one had had any experience with 85-foot welded freight cars which had been wrecked. When these massive, alloy-steel, all-welded structures sustain structural damage during derailment, distortions almost always complicate the problem of restoration. But Berwind has become very skilled at coping with such problems. Sufficiently so that in 1968 it repaired 625 wrecked TTX cars and billed railroads for approximately $3.5 million for the work.

Soon after Trailer Train started operation in 1956, it became evident that a "home" shop would be required for just such repairs and for modifications which must be made to certain TTX cars. The Berwind-White Coal Mining Co. then had a repair facility at Hollidaysburg where there once had been maintained a fleet of 4,000 BWCX hopper cars that moved the coal the firm mined. Because Berwind-White was then phasing out its mining operations (and the interchange cars associated with it), the repair facilities were available for Trailer Train's work.

At first the BW shop was used only for miscellaneous repairs and for the installation and inspection of the various car components for which TTX has become a virtual test laboratory. As the car fleet grew, however, Hollidaysburg began "home shop" repairs on wrecked TTX cars and retained its status as Trailer Train's only contract shop for three years. By then TTX cars, which have always been moved at passenger train speeds and have been utilized like no other U.S. freight cars, were accumulating sufficient mileage so that a program of scheduled maintenance was instituted.

● **Systematic maintenance.** So-called



for restoration of TTX car and owner's rack.

"preventive maintenance"—repairing the cars before they are completely unservicable—has been found essential in keeping TTX equipment in good condition and in controlling maintenance costs.

At first a 250,000-mile shopping cycle was tried. As it became possible to determine, through experience, the extent of repairs that were necessary, the mileage figure was increased to 300,000, then to 350,000, and then to 400,000 miles. Today, a seven-year, or 420,000-mile cycle has evolved. Further analysis may permit this cycle to be extended again.

A. M. Hileman, president of Berwind Railway Service (into which this segment of the former Berwind-White operation has evolved), likes the willingness of TTX mechanical officers to try new components with the aim of extending servicing intervals. He observes that the cars' trucks, among the more vulnerable of components in high mileage service, "hold up remarkably well."

While it might seem that with the progressive extensions of the scheduled overhauls, there would be a reduction in shop loads, this has been more than countered with the rapid expansion of TTX car ownership. Along with Berwind shops, the Kansas City, Mo., shop of General American Transportation and the Hammond, Ind., shop of Pullman-Standard perform the periodic work. As this fleet has grown, there has been a steady (and predictable) increase in the number of cars involved in derailments and requiring the work which Berwind's Hollidaysburg facility has been tooled to do. The total, which reached 625 last year, was 239 cars in 1964 and 39 in 1960.

Actually, when a railroad damages a TTX car and has been directed to send it to Hollidaysburg, all subsequent dealings are between the railroad and Berwind, acting as the TTX agent. Berwind handles the inspection and estimates, and finally does all the billing—only informing the TTX Philadelphia office of the transactions and notifying it of the car's completion.

Usually, the preliminary joint inspection involves the Penn Central, which serves Berwind's shop, although the railroad involved sometimes elects to participate. Berwind even goes a step further and has a standing offer for a railroad's inspector to observe the entire restoration process, which could take up to 15 days.

Berwind officers observe that railroad preliminary estimates of the dollar value of damage sustained by the big flat cars are frequently "not too good," primarily because railroads have little, or no, experience with the straightening and repair of such a large welded structure.

● **Predictable and unpredictable.** Trailer Train planners normally schedule up to 20 damaged cars through the Hollidaysburg shop each week with Berwind balancing its operation with a judicious mixture of the lightest and heaviest repairs. Normally, there is an interval of at least two weeks after the car arrives at Hollidaysburg before it goes into the shop. This provides a period which allows railroads to participate in any joint inspection and allows Berwind to begin the fabrication of parts which may be required.

While a predictable 1 to 1½% of the TTX fleet will be involved in accidents in the course of a year, there are wide swings on a monthly basis. In July 1968, for example, there were 10 such cars; in August 1968 the total was 20; and in September it rose to 58.

The post-accident negotiation and the time involved in loading a damaged car serves to smooth the shop load, although the backlog does swell distressingly on occasion. Despite the extensive work which is sometimes involved, only a small percentage of TTX cars has been retired, and scrapped, rather than being repaired, over the past dozen years. The decision on the economy of repair testifies to the controls which are imposed on the various shop operations.

During the past decade railroad-owned auto racks have gone on nearly 16,000 TTX flat cars; when they started to be applied, Berwind offered to repair them as well as the cars on which they were installed. Because these racks (and other above-the-deck hardware) are not owned by TTX, a rack-car repair frequently involves a fourth party. Railroad A, for instance, will be billed by Berwind for the repairs to a damaged TTX car and for Railroad B's auto rack which was on it.

● **Tooled for the job.** Normally over 60 TTX cars are undergoing repair at Hollidaysburg at any time. It is Berwind's policy, according to R. H. Seese, its chairman, to do all this work under roof. To this end, facilities worth over $3 million—including new buildings putting almost 175,000 square feet under roof—have been added in recent years. There are 32 elongated work spots for TTX cars in three shops, plus a "tumble jig," paint shop, wheel shop, sand blast and a roller bearing overhaul facility.

Seese points out that it is Berwind's aim to have the most sophisticated of repair facilities but that there is no intention of becoming a builder of new cars. Some of the wreck restorations do require extensive fabrication, as well as straightening, reinforcing, alteration.

According to TTX's Wightman, "the tremendous fabricating ability" of the Berwind shop is one of its greatest assets. Because carbuilders are now producing only 89-foot 4-inch piggyback cars, parts for their shorter (85- and 87-foot) predecessors are not stocked and costs are high.

As a consequence, structural members such as diaphragms, floor supports and end sills are fabricated regularly by Berwind. Bridge plates are manufactured, not only for those cars being repaired in its shop, but for other TTX requirements. Hileman says that the shop now carries a $1 million inventory of TTX car parts—including formed side sills from builders and components for draft gears, slack adjusters and roller bearings. While conventional draft gears, hand brakes and slack adjusters are reworked, the growing number of hydraulic cushioning units from TTX cars are unit exchanged.

● **'Unbelievably accurate.'** Restora-

FRANK MALONE

WATCHING WASHINGTON

IS PENN CENTRAL BREAKING MERGER CONDITIONS? Sooner or later, it seemed, somebody was going to raise that question before the ICC. The first one to do it is Erie Lackawanna. The complaint concerns former New Haven schedules. EL complains that its east-west through traffic is being starved by a downgrading of PC service to a major interchange point of the two railroads. Erie is asking for full restoration of service to Maybrook, N.Y., on the same level at which that service existed before NH inclusion in PC. An ICC exam is scheduled to hear the Erie argument Nov. 12.

THE ALLEGED DOWNGRADING OF SERVICE is the reason Erie gives, for one example, for a 5% drop in its piggyback car-loadings for the first three quarters of 1969. And for an overall traffic loss to the tune of $35,000 a day, Erie says, PC should be ordered to pay $4.3 million in damages. PC actions, continues the complaint, have made it almost useless for Erie salesmen to go after traffic for routing to and from former NH territory. The whole thing represents a "flagrant violation" of merger conditions established precisely to protect Erie, the complaint says.

WHAT PC DID WAS CUT THE NUMBER OF TRAINS into Maybrook in such a way, Erie says, that EL service between Chicago and New England points is slowed by four to 22 hours. Five former NH trains are involved. Erie wants them all put back. In addition, Erie complains PC has embargoed open-top piggyback trailers and discontinued icing service at Maybrook. It all was done without Erie consent, the charge goes, although that consent was prescribed by ICC.

PENN CENTRAL SAYS ERIE CAUSED THE DELAYS ITSELF. Erie trains were usually late for their PC connections, anyway, and Erie trains usually were improperly blocked for fast addition to PC trains, Penn Central says. Admitting the decrease of trains into Maybrook, PC denies that this constitutes "a substantial reduction" in the standard of service existing before the merger. Maybrook is not the major cause of Erie's problems, PC says. Open tops were prohibited because of theft dangers, PC adds. Besides, neither trailers nor icing facilities fall under the NH-inclusion conditions, PC adds. Penn Central is asking for oral argument not before a mere examiner but before a panel of commissioners so that the Erie complaint can be cross-examined.

tion of the "positive camber" of the empty TTX car—the upward bowing at the center—has been developed as a real art by Berwind, says Wightman. This feature—which assures the carbody will only level, and not sag, when loaded—is incorporated without great complication in a new car. To restore it in a car which may have been twisted along its three major axes in an accident is far from easy.

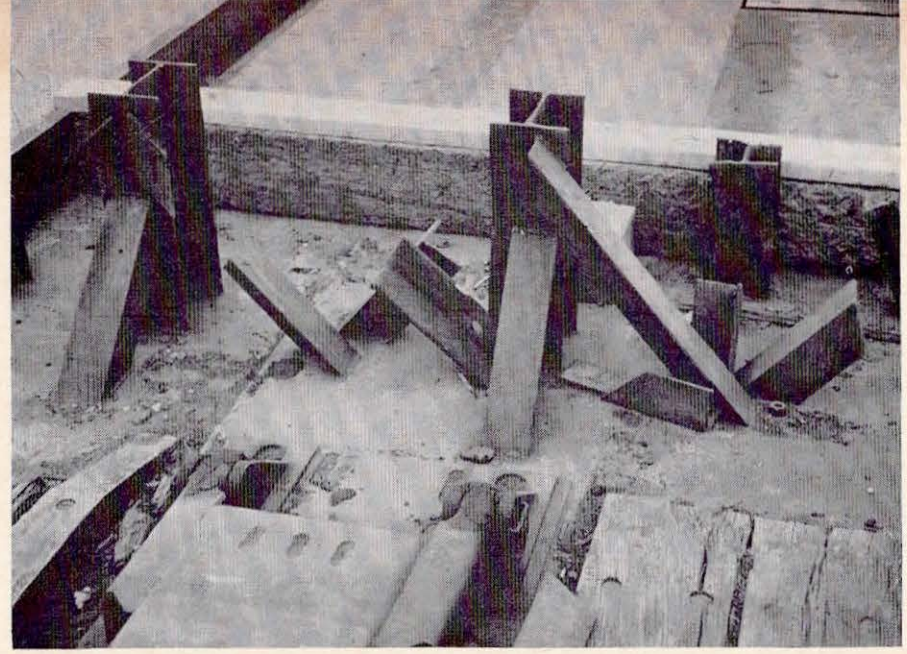
Berwind early discovered that such a car could not be tied to the rails on which it was sitting in order for a judicious combination of heating and jacking to restore it to proper alignment. Heavy reinforced concrete slabs along the rails have been the answer. Again quoting Wightman: "Berwind's knowledge of how to make major repairs to our cars, gained over the years, has led to the development of repair facilities second to none in the country. The tie-down system for anchoring long cars while renewing and repairing major underframe components is unbelievably accurate."

In addition to wreck repairs, there is now a large volume of miscellaneous work for Trailer Train—"stretching" of cars, application of trailer hitches to standard-draft-gear cars taken out of auto rack service, applications of hydraulic cushioning units and a considerable volume of experimental work aimed at improving the cars.

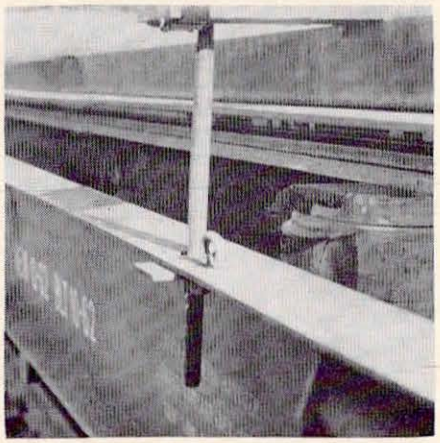
There is considerable "feedback" from Berwind to the TTX mechanical department on structural shortcomings and solutions for such problems. The transition to the lightweight piggyback car was not without its problems and there have been several modification programs over the past few years. There have also been problems with bulkheads on TTX 60-foot flat cars, center plate weaknesses on the longer cars, and similar problems.

Trailer Train is not Berwind's only customer, and Hollidaysburg is not its only car shop. Since Berwind Railway Service was established as a separate division of parent Berwind Corporation in 1965, it has acquired small independent car shops at Independence, Kan.; Houston, Tex.; and Richmond, Martinez, and Wilmington, Cal. Most of these new acquisitions rely heavily on tank car work, but the West Coast facilities are of interest to TTX planners; already some TTX cars come in.

The growing volume of wreck work at Hollidaysburg has also led to the reopening of the former Berwind-White car shop at the nearby mining town of Windber, Pa. Some of the programmed maintenance of TTX cars is now done there, along with similar work for the unit coal trains of Pennsylvania Power & Light and for several private car lines. ■



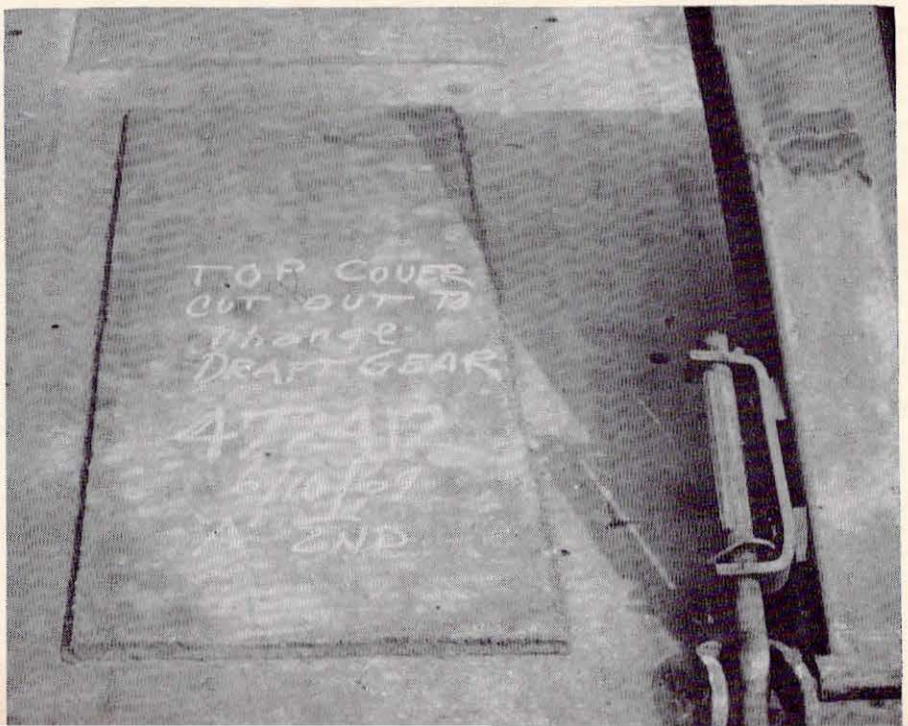
BARRIER ERECTED for some other lading makes it impossible to circus load trailers on the deck of this Trailer Train flat car.



What not to do to piggyback flat cars

SIDE SILL, a high-stress structural member, had holes burned in it to secure load of steel.

RAILROADS, AS WELL AS SHIPPERS, damage the big cars. Shop burned hole in highly stressed top cover plate to replace draft gear.



Trailer Train calls it "jewelry." It is not the kind, though, that might be found in a velvet-lined glass case in Tiffany's, nor, for that matter, even on a bargain table in Woolworth's.

Trailer Train's "jewelry" is, in fact, junk. It consists of steel hoops and loops, chains, stud bolts, eyebolts, I-beams, angles, weldments large and small, large timbers and other ingenious fastening devices or supports which are finding their way onto the decks and *into* stress-carrying structural members of TTX piggyback flat cars. These items are showing up on and in an increasing number of cars in Trailer Train's 53,-000-car fleet, field inspections are revealing. And they're getting there, for the most part, as the result of loadings of unauthorized materials, especially steel plate and beam loads.

This "jewelry" syndrome, plus other abuses of the equipment such as failure of some railroads to perform the most minor repairs at ramp sites or rip tracks to restore a car to serviceable condition, are costing TTX a tremendous amount of money. Experience has revealed that, until these shipper-installed baubles are removed from the cars following an unauthorized loading, the piggyback car is usually rendered useless for its intended function—trailer loading.

● **Concern for safety.** While this costly waste of car-days alarms TTX people, their greatest concern is for the potentially dangerous condition which can arise from the damage being done to the car structure itself. To reverse the trend and have corrective action taken to prevent the misuse and abuse of cars, A. O. Taylor, chief mechanical officer, issued the following plea earlier this year to railroad transportation officers, piggyback terminal operators and fellow mechanical officers:

"Improper loading and overloading (of piggyback cars) causes reversed camber of the center sills which may result in failure of the sills, and possibly a bad accident. Side sills, decks, hitches, hand brakes and bridge plates are being mutilated to accommodate these loads to the extent that the car cannot be used for piggyback service until extensive repairs, $300 to $400, are made."

● **"Siegfried Line" car.** Harold Fischer, TTX district manager-maintenance with headquarters in Chicago, can rattle off some rather hair-raising examples of damages he has seen on cars in the past year. There is, for instance, the "Siegfried Line" car, a relatively new piggyback flat car which a shipper had "customized" so that it could carry some kind of oddly shaped load. This car has criss-crossed I-beams welded to the deck of the car at close intervals which, after accommodating

"IT IS AMAZING THE CAR DIDN'T BREAK IN HALF"

the obviously off-beat load, presented a most effective barrier for even the most formidable of trailers. Like the original Siegfried Line, it probably could have stopped a tank. It cost Trailer Train several hundred dollars to restore this particular car to serviceable condition after this one-shot delivery.

Then there's the "Wisconsin swiss cheese car." Fischer calls this one "the worst I've ever encountered." One side sill of this $17,000 car had 98 holes acetylene-torched into it. "What type of load," he asks, "would require car mutilation as extensive as this?"

● **Permission needed.** The Trailer Train piggyback car, as Taylor has pointed out many times, is really not designed "for AAR loading." Since 1955, when Trailer Train Company was formed, there has been a standing order to this effect. "Piggyback cars must not be used for any other than piggyback loadings, except by permission of Trailer Train Company," he asserts.

Unfortunately, not enough shippers are seeking this permission, which is really not too difficult to obtain.

Perhaps fearful that a request will be turned down, some shippers go ahead and prepare a car for a special loading, without first consulting Trailer Train. Actually, there are scores of instances where piggyback cars are not carrying piggyback trailers . . . and the cars are in this service with the wholehearted blessing of Trailer Train.

"We've got some special stake pocket flat cars in our fleet which can handle some of the shippers' unusually long loads, and we're happy to supply them for that purpose," says Fischer. "All a shipper has to do is contact our headquarters in Philadelphia with a notification of what his intentions are so far as the car is concerned. If one of our stake pocket cars will not do the job, we'll simply ask for drawings and details of what the shipper plans to do to a car, and generally, something can be worked out.

"Naturally, we want to determine the safety factor involved, and also offer some guidelines as to what can and cannot be done to the car. Once we're assured that the loading will be carried and secured in a safe manner, all we want the shipper to do is assure us that he will restore the car to its original condition after it has served his purpose."

That doesn't seem to be too much to ask, especially where such an expensive piece of equipment is concerned. But, apparently, it often is.

● **More unsafe "customizing."** Leafing through his thick file of car-abuse cases, Fischer can haul out examples of almost unbelievable violations of both common sense and safe practices. Or, he can take you out to the receiving tracks at Pullman-Standard's Hammond, Ind., plant, and show you instance after instance where cars have been virtually mutilated to handle special loadings. The Hammond plant is one of three locations in the nation where heavy repairs to Trailer Train cars are performed on a programmed basis. Under TTX's advanced repair program, piggyback cars are scheduled in for a thorough inspection and repair on a strict 7-year cycle. Many of the cars, however, cannot go directly into the repair line following their arrival at the repair facilities. Instead, they must first go to a special line where some of the jewelry is removed, or where special surgery may have to be performed to prepare them for the production line.

● **Special repair track.** One car awaiting surgery early this month at the Hammond plant had a total of 121 damage areas on its deck, side sills, as well as its center sill, which had to be given special—and costly—attention on a special repair track before it would be accepted on the main repair line. This main repair line, which shows the influence of P-S's production line designers, could not be operated on an efficient basis if every car arriving on it had to be given a custom repair job, says Fischer.

And repair damage

An average of seven cars a day pass through the repair cycle at the P-S plant. Among the operations performed along it are removal of wood riser boards straddling trailer hitches and their subsequent replacement with steel risers; replacement of body center plates; upgrading of automatic slack adjusters; overhaul of trailer hitches, overhaul of the trucks and their components. Car decks and side sills are also shotblasted and repainted.

Sometimes, when the damage done to a car through misuse is not extensive, repairs may be made along the main repair line. This happens only rarely, Fischer points out, because filling in holes in the high strength steel structural members of the piggyback cars and then grinding these repair welds smooth can be time-consuming.

● **Growing pains.** Perhaps because the TTX fleet is growing so rapidly, there appears to be an increase in the number of piggyback cars being reported as unfit for trailer or container loading because of previous misuse. Some users actually make the cars downright unsafe when they adapt them for special loading. On several tracks along the building housing the TTX repair line in Hammond, there are scores of cars

"Here's one," Fisher indicates a seven-year old low-deck car where a user had burned a securement hole in the side frame of a truck. "We can see the damage that was done to this side frame, but I often wonder what happened to the load the car was carrying if this hole was actually used."

● **Repair led to cracked sill.** Over a couple of tracks, Fischer found a car which had received the wrong type of repairs to its center sill. Reconstructing, he said it looked as though a user had enlarged the lever slots in the center sill Zee sections to allow a cable to be threaded through. Apparently the damage was detected on a repair track, and an attempt was made to fix it. But, Fischer noted, the repairs were not performed properly, and the sill section developed three dangerous cracks. "The other side of the sill is just as bad, maybe worse," Fischer said, then added that it is "amazing that the car did not break in half" after the repair work.

This repair job reminded Fischer of another situation he had detected earlier this year on a car arriving for its 7-year check-up. A neat plate was welded to the high strength steel cover plate at the A end of the car. Investigation revealed that a section of the cover plate had been cut away to permit removal of the draft gear.

● **Hitches are vulnerable.** Hitches for securing trailers to the cars are particularly vulnerable. Sometimes they receive rough treatment when heavy unauthorized loadings are piled on them. Sometimes, too, they will have "jewelry" welded to them. And, they are also found mutilated, with perhaps the hitch head completely burned off the struts. There's still another type of hitch abuse which irks Trailer Train. "Too many times we have cars returned to our repair shops for minor repairs to hitches," says Fischer. "These unauthorized moves can be very costly."

Despite the increasing incidences of piggyback car abuses and misuse, the Trailer Train fleet is still maintaining a remarkable performance record. Car utilization for the first nine months of this year was 98.5%. Each car is averaging about 172 miles per day, about 3½ times greater than the average for a box car. Trailer Train wants to keep car performance at this high level, and hopes that railroads and car users alike will assist in attaining this goal by not mishandling or misusing the cars.

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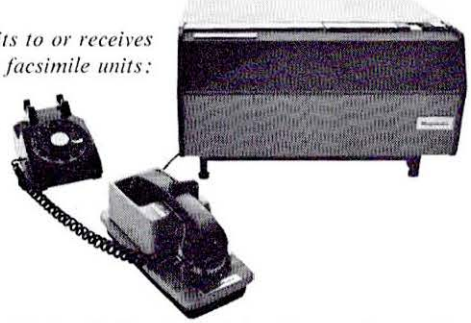

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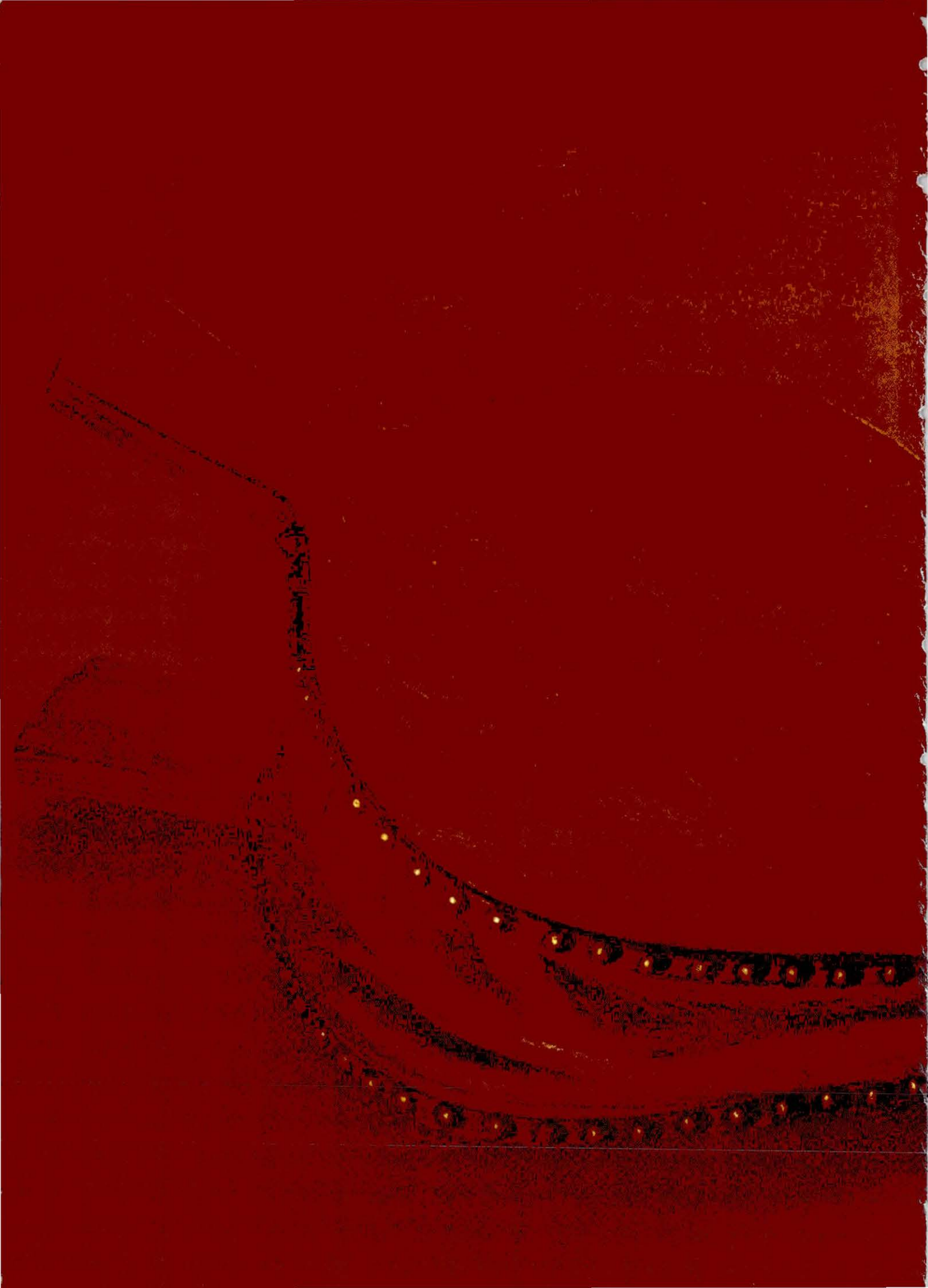

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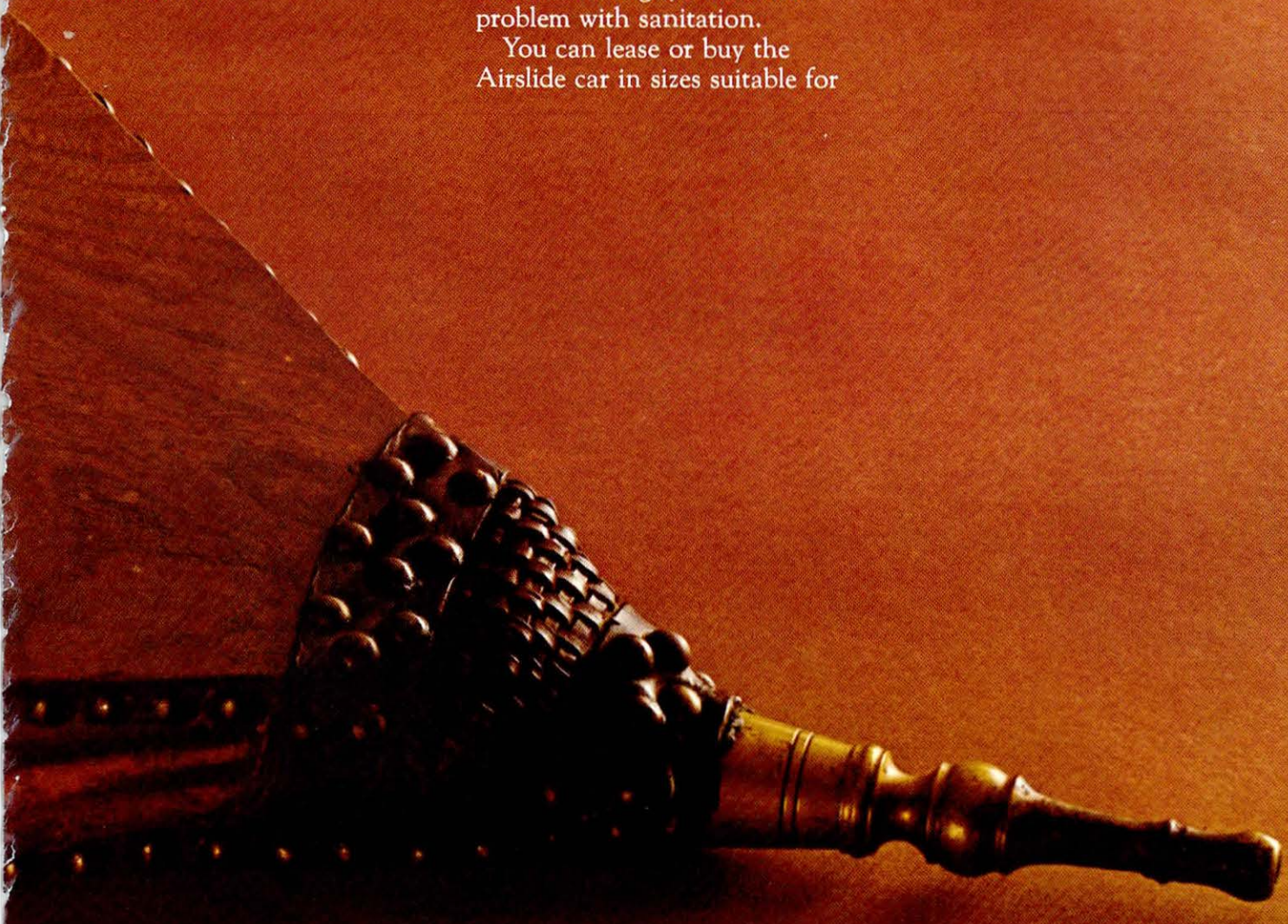

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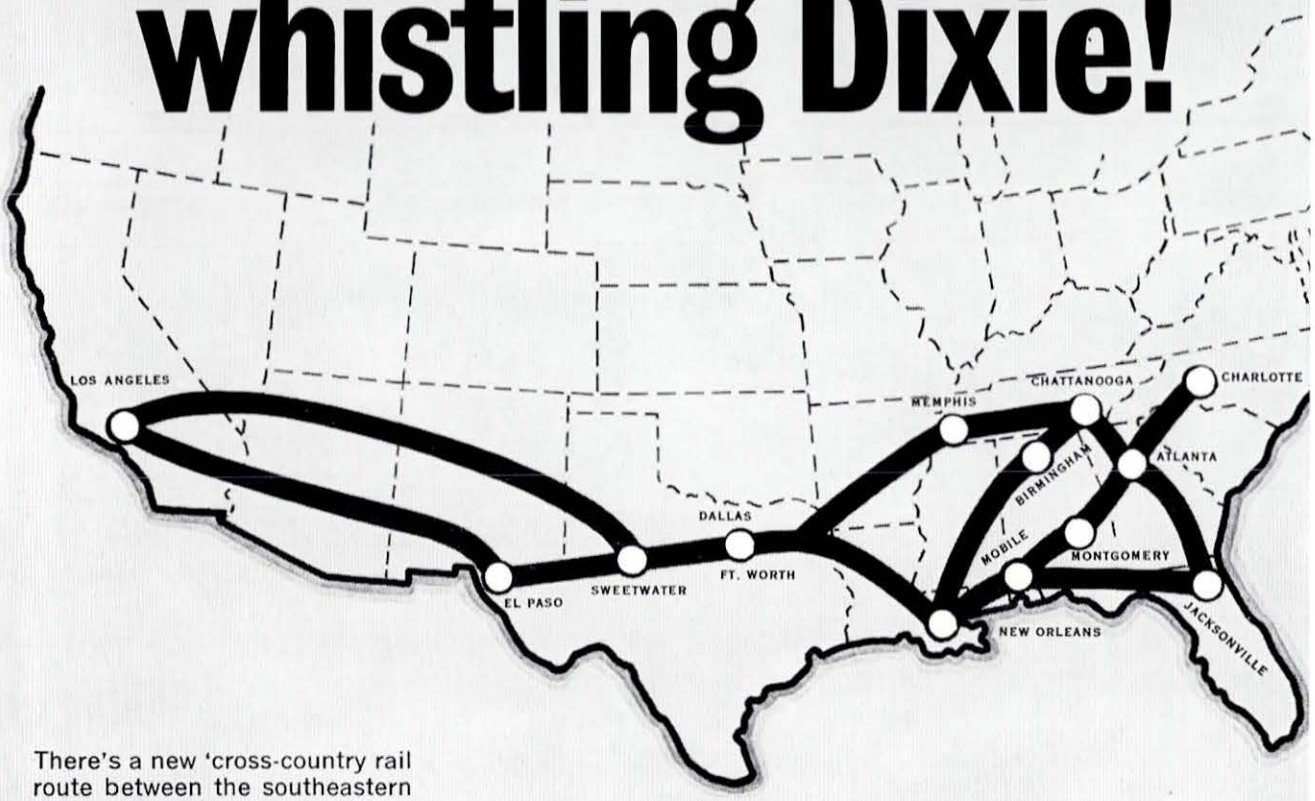

There's a new 'cross-country rail route between the southeastern seaboard and Los Angeles. It's a joint venture of several railroads aimed at providing shippers along the nation's southern perimeter with a faster, more efficient transcontinental rail schedule. And MoPac's lines are a big part of it.

Creating it meant taking advantage of every time-saving measure known to modern railroading. It meant collaborating on a system of "pre-blocking" whereby delivery of cars on each others' lines is programmed to eliminate unnecessary switching. It meant run-through arrangements in the key terminal of New Orleans to eliminate delay caused by traffic congestion. It meant closely coordinated schedules geared to optimum arrival times at every major city. And for MoPac it meant adding two all-new trains: #90, The Southeasterner, eastbound . . . and #91, The Southwesterner, westbound.

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OCTOBER TRAFFIC POLL

QUESTION

How do you think railroads could most effectively allocate whatever funds they plan to spend for new and improved facilities during 1970?

For standard freight cars	30
For specialized freight cars	30
For additional motive power	14
For improved yard facilities	30
For more piggyback facilities	7
For improvements in car billing and reporting	18
For other purposes (please specify)	See accompanying text

Shippers vote on spending priorities

If shippers have their way, railroads will invest heavily in both standard and specialized freight cars next year—and at the same time will pour money into yard and terminal improvements that will keep these cars moving. That is the consensus of replies to Railway Age's October Traffic Poll, which invited leading shippers to vote on railroad capital-spending priorities.

Standard freight cars, specialized freight cars, and improved yard facilities ended in a three-way tie for first-place in the priority sweepstakes. Each got 30 votes. Modernized car billing and reporting, extra motive power, and additional piggyback-handling facilities finished in that order.

Allen K. Penttila, director of traffic and transportation for the Evans Products Co., and newly-elected president of the National Association of Shippers Advisory Boards, summed up the majority vote.

Said Penttila: "Adequate and modern yard facilities would immeasurably improve service and reduce delays, thus making literally hundreds of thousands of additional car days available without increase in car fleet size."

At the same time, said NASAB's chief, "the standard car fleet has been so reduced in size that despite the best of service it is no longer adequate. Substantial additions are necessary to handle the available traffic properly."

● **Better handling.** Improved yard facilities also was No. 1 on the list of George W. Langston, general traffic manager of Crane Canada Limited. He called for "better methods in overall handling procedures," adding: "Expedited handling 'over the road' is largely defeated when terminal handling is at fault. Good yard facilities may often be negated when overall terminal handling is poor—therefore, the two need improvement at many points."

Miles F. Tamisiea, general traffic manager of the Hamm Brewing Co., feels that yard facilities have not kept pace with other railroad operations. "The railroads I am familiar with are endeavoring to operate with small yards built to serve the needs of the early 1930's," said Tamisiea.

For shippers of perishables, said H. D. Barnard, traffic manager of Diamond Fruit Growers, Inc., "slowness and unreliable schedules through yards cause more headaches than any other transportation problem."

Better weighing facilities was proposed by Harold L. Francis, eastern traffic manager of the Koppers Co. "In many instances shippers cannot weigh the large cars (beyond 50 feet), resulting in the railroads weighing these cars. The lost time on jumbo tank cars has become very expensive," said Francis.

E. M. Burk, traffic manager of the Wyatt Division, U.S. Industries, cast his votes for additional motive power and improved yard facilities, with the goal of speeding up terminal handling: "This is the area where I feel the lines are experiencing more difficulty than in any other."

● **Standard cars.** Among those shippers whose first spending priority would be for standard freight cars, a number called for more box cars.

"The box-car fleet has been decreasing at the rate of over 10,000 cars per year for 10 years," noted Erwin Rosenzweig, traffic manager of the Longview Fibre Co. "Regardless of sophisticated type cars, the 50-foot box is the work horse and the fleet needs rebuilding promptly."

Similar statements came from Russell S. Hubbard, Jr., general traffic manager of the Building Materials Division, Certain-Teed Products Corp.; D. J. Russell, director of transportation for the Minneapolis Grain Exchange; and John C. Borg, general traffic manager of Kimberly-Clark Corp.

Said Hubbard: "Of primary concern to our operation is the definite and urgent need which exists for additional box cars, particularly 50-foot, wide-door cars and preferably cushion underframe. This should take precedence."

"The growth of the paper industry and the decline of the box-car fleet are of great concern, particularly in view of the projected growth of the paper industry in the years ahead," said Borg.

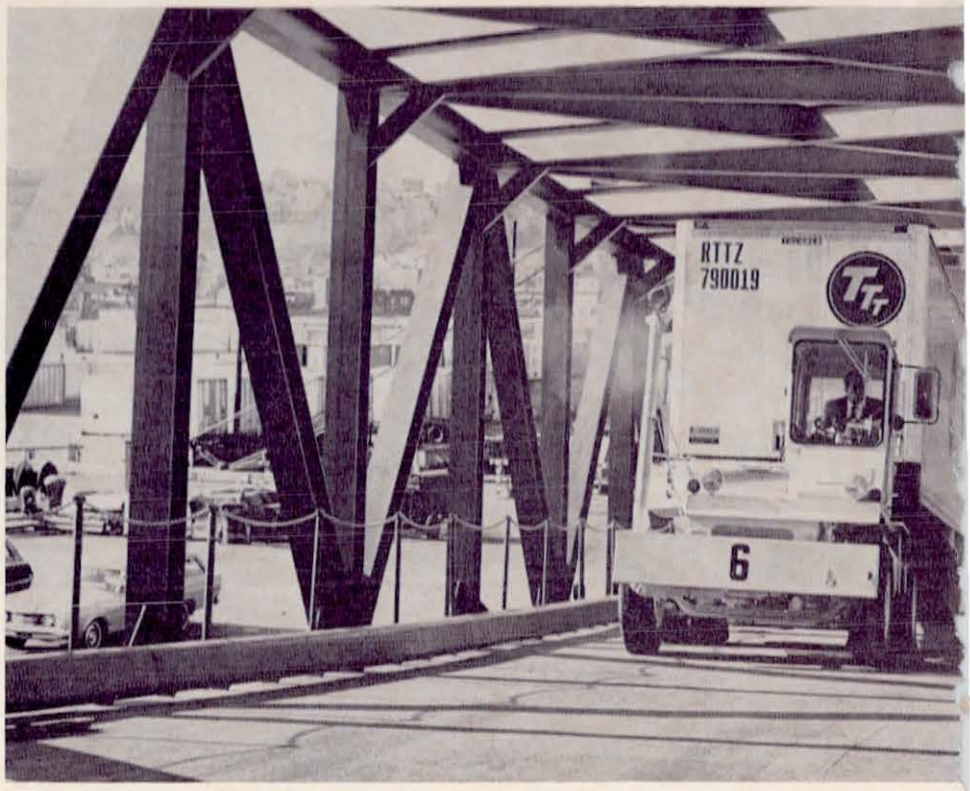
"Railroads *should* allocate more funds for construction and repair of standard box cars, which still are of service to the largest number of shippers and, because of their versatility, offer the best opportunity for efficient utilization in two-way hauls," agreed Russell. "Unfortunately, no railroad management *could* do this until per diem charges are raised and car service rules strengthened so that a reasonable return on investment could be anticipated."

(Continued on page 56)

Roll on-roll off: piggyback goes

SS Ponce de Leon serves as a 1,600-mile 'railroad' between New York and San Juan, Puerto Rico

By RICHARD T. NAGLE
Contributing Editor



YARD HUSTLER easily pulls loaded piggyback trailer up ramp to ship's second deck.

"Basically, this ship is nothing more than an extension of the railhead," says R. D. Carter in describing the SS Ponce de Leon, the world's largest and fastest Roll On-Roll Off ship.

"I often call her the world's largest locomotive because she operates exactly the way a piggyback train does. That is, she takes a cargo that is already packed in or on trailers and without any rehandling carries that cargo to its destination. The only difference between our operation and a railroad piggyback operation is that our 'roadbed' is the ocean."

Carter is president of Transamerican Trailer Transport, Inc., which for the past 18 months has been operating the Ponce de Leon on a weekly run between New York and San Juan, Puerto Rico. The ship was designed specifically for piggyback operations.

Although only a year and a half has elapsed since the ship's maiden voyage, the Ponce de Leon has proved so successful that Transamerican has just let a contract for a sister ship, as yet unnamed.

Carter attributes the success of his operations primarily to two factors: the inherent advantages RoRo holds over other methods of cargo handling, and the design of the ship.

Specifically, what advantages does the RoRo method offer? According to Carter, these are the most important:

1) Total flexibility. Any cargo that rolls on its own or can be rolled is suitable.

2) A relatively low investment in capital equipment.

3) Rapid turn-around time in port. The ship can discharge and load in less than 12 hours.

4) Lower labor costs.

5) The need to maintain interior equipment pools is eliminated.

6) Safer passage, especially when compared with containerized cargo.

● **Truly intermodal.** "When you discuss flexibility, you must compare our system with containers to understand the advantages of Roll On-Roll Off," Carter says. "Standardization is one of the most frequently used words in the container world. It is never used in the RoRo world. We believe just the opposite philosophy should prevail if we are to have a true intermodal system that is totally efficient.

"When you handle containers, you must work with cells of predetermined dimensions. The entire distribution system must be geared to handle the particular dimension being used. For example, a non-ISO system designed to handle 35-foot containers cannot handle ISO 20- and 40-footers. In contrast, a RoRo ship can handle cargo of any size. We can handle a 70-foot trailer or a compact car with equal facility.

"I don't think it's unfair to say that railroads have regarded containerization with less than wholehearted enthusiasm. I can sympathize with them. Their modus operandum has often been inhibited by the restrictions on container sizes. It also has been inhibited by interchange problems."

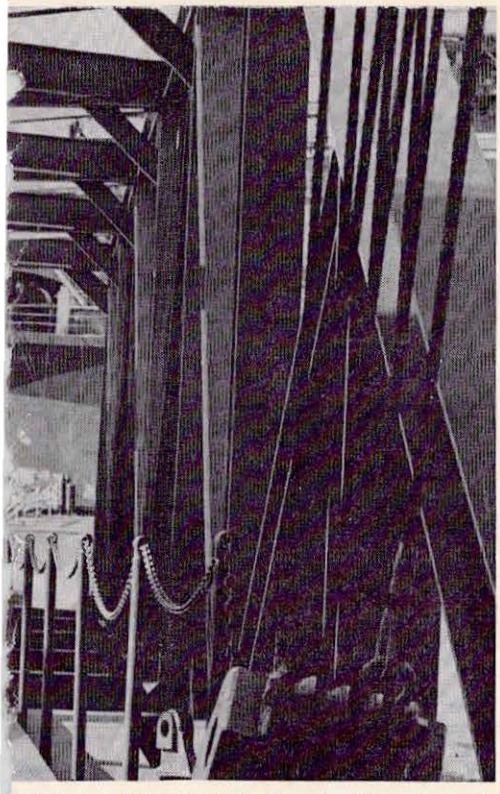
These interchange problems are nonexistent in the Transamerican system. The company operates a fleet of 700 dry vans, 120 reefers and several flatbeds and high cubes. As a member of the National Railroad Trailer Pool, it simply interchanges trailers as does any railroad.

In the early days of operations, the company sometimes had trouble convincing railroaders that sending an interchange trailer to San Juan by ship was really no different than sending it to Miami on a flat car. Whatever misgivings there may once have been, they have been dispelled by experience. Trailers come back to the pool as readily from sea as they do from a land journey. The average time a pool trailer is in Transamerican's custody is 13½ days. On a typical outbound sailing, 30% of the trailers aboard will be from the railroad pool.

● **Load mix has changed.** When Ponce de Leon was designed, it was intended that she carry 260 trailers plus 300 vehicles. The loading plan called for stowing 20 trailers on the 10° internal ramps. After some serious second thinking, it was decided that ramp stowage might not be too good an idea. Lack of knowledge of how the trailers were packed plus the combination of ramp angle and sea motion might cause safety problems.

Reducing the trailer capacity to 240, together with some innovation stowage methods, increased the ship's vehicle carrying capacity from 300 to over 500. Because Puerto Rico has a voracious appetite for all types of vehicles—road building and construction equipment, trucks, busses and new and used cars

to sea



TTT has 1,000 such trailers in the rail pool.

LOADED CAR CARRIER rolls off ship in Puerto Rico. The ability to quickly handle a wide variety of cargo gives Ponce de Leon a decided advantage over container ships.

—Ponce de Leon always sails southbound with a full load of vehicles aboard.

At present, 15% to 20% of Ponce de Leon's cargo comes directly from piggyback trains. The percentage is steadily increasing. By the time the second ship is operational, Transamerican expects that the railroads will be supplying more than 40% of the cargo.

Regardless of its source, all cargo leaving New York is first marshalled in an 11½-acre lot at Pier 13, Stapleton, Staten Island. Here, the trailer's fifth wheel pin is attached to an especially designed steel anchor box. This box both supports the forward end of the trailer and provides the means of locking it to the ship.

When the trailer is ready to be loaded aboard ship, a small yard "hustler will slide its fifth wheel under the anchor box's top plate, engage the trailer's king pin, and hydraulically raise the anchor box and trailer high enough for clearance.

Trailers are loaded and unloaded through three ports on the starboard side at the second deck level. These ports lead to a system of internal ramps that provide access to the holds and the main deck. Trailers are carried primarily on the main and second deck, with the lower decks being used mainly for vehicles. Autos are also tied down on the second deck whereever extra space is available. This practice, together with a system of double decking cars, is responsible for the large increase in vehicle-carrying capacity.

When trailers reach their assigned positions on deck, the trailer securing system is simple, fast and positive. As a trailer is backed into position, the tractor driver lowers the anchor box stand to the deck. Each trailer space on the ship has a large steel button welded to the deck at the point where the support stand is to rest. The base of the stand has a V-shaped notch which engages the button and guides the stand until button is brought hard against the apex. A locking pin on the stand is then rotated by hand until it drops into a hole in the button and then rotated again until it is locked in the button. The rear end of each trailer is secured to the deck by two 35,000-lb capacity adjustable lashings.

The main and second decks have a regular pattern of D-rings welded to the deck to take the hook end of the trailer lashings. The third deck has a pattern of cloverleaves cut in the deck to engage the ball ends of the lashings used there. The cloverleaves also help exhaust the diesel and auto fumes from the spaces below.

Spaces are provided for stowage of 60 refrigerated trailers, 31 on the main deck and 29 on the second deck. Each reefer space is equipped with a flexible electric cable which supplies the box with power from the ship's service supply. The cables are stowed on spring-loaded reels mounted under the main deck. They are pulled up through special cut-outs to service topside reefers, or down to service trailers stowed below decks.

● **Fast turnarounds.** The Ponce de Leon loads and unloads at the rate of about one trailer on and one off every two minutes. Auto loading is much faster, being governed by how fast the drivers can return to the marshalling area.

The loading rates being experienced are considerably faster than had been anticipated. This is rather astonishing in view of the fact that proportional calculations of loading rates were based on the assumption that the marshalling area would be located 1½ to 2 minutes from shipside. Because the ship is still using temporary facilities at Stapleton, the marshalling yard there is actually 4½ minutes from the ship. Nontheless, the ship regularly loads and unloads in less than 12 hours.

In Puerto Rico, where the company built new facilities at pierside, the turnaround time often is as low as eight hours.

This ability to turn around rapidly gives the ship a large margin of safety in meeting its weekly round trip schedule.

The ship sails from New York early Friday evening and cruises south at 24 knots. Monday morning, 57 hours later, she is berthed in San Juan. She sails homeward the same evening, arriving early enough Thursday morning for an 8 o'clock start.

● **What's ahead.** With a second ship on order Transamerican obviously sees a great future for RoRo operations between the U.S. and West Indies.

What about the success of RoRo on the long, high volume routes such as the north Atlantic run?

Carter sees a great potential for his type of operation when two basic requirements are met: "First, we'll need huge ships capable of sustained speeds of 35 knots or more.

"The hardware part will be easy to solve. Meeting the second requirement will be tougher. We'll have to change people's way of thinking. When people stop thinking about running railroads, or trucking lines or steamships and think in terms of a total, world-wide distribution network, we can't help but be successful." ■

INSPECTING PD OUTLET are (from left) John S. Carlson, ACF vice president and general manager of Shippers Car Line Division; Henry A. Correa, president of ACF Industries; Henry A. Thouron, president of Hercules; Edward G. Crum, Hercules traffic vice president; and A. F. Giacco, general manager of the Hercules polymers department.

Center Flow cars now top 25,000

Versatile covered hopper car fits transport needs of producer of plastic resins; ACF tailors them for many other shippers.

An old friend of the ACF Center Flow has just gotten 50 more of them —including the 25,000th such car to be produced by ACF Industries. Officers of Hercules, Inc., a chemical producer, were joined by ACF executives at Wilmington, Del., recently to mark the delivery.

Hercules was among the first to recognize the economy and handling advantages associated with movement of its polypropylene plastic pellets in covered hopper cars. Since starting in 1963, it has acquired nearly 200 Center Flow cars for moving the sensitive product to fiber and film makers.

● **New shipping method.** As the Center Flow fleet has grown, the former method of shipping has been abandoned. Previously the pellets were transported in 300-cubic-foot rubber bags that fitted, seven to a car, in gondolas. Such a car carried 70,000 lb with unloading and loading being performed by lift trucks, which often damaged the rubber containers.

All the Hercules covered hoppers are 5,250-cubic-foot Center Flows (ACF turns out these cars in configurations ranging from 2,970 to 5,700 cubic feet). Hercules traffic officers find such a car loads and unloads quickly and easily. Depending on product density, an HPCX Center Flow can transport from 120,000 to 160,000 pounds of pellets—normally doubling the payload which could be moved in a gondola.

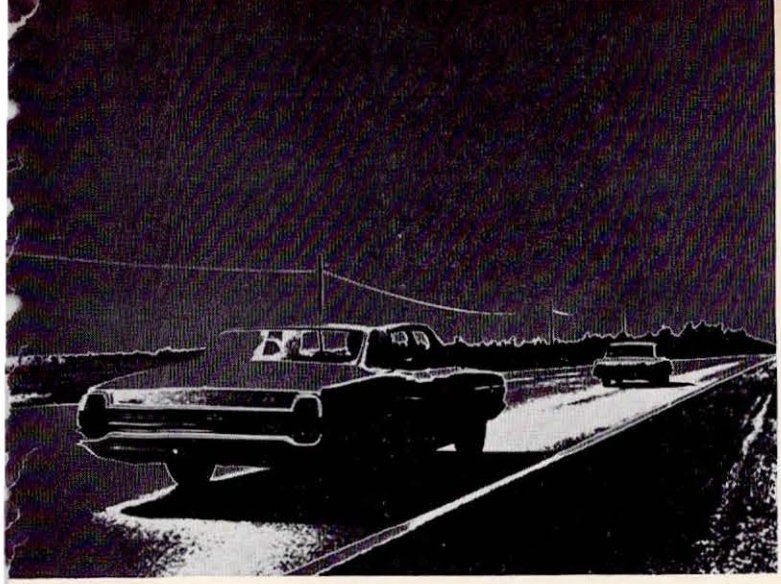
● **Special features.** Hercules is a highly diversified producer of over a thousand basic chemicals which are sold to more than 10,000 customers around the world. Its marketing studies show the plastics, fiber and film industries represent steadily growing markets for the polypropylene and polyethylene resins it produces. The covered hoppers it acquires for this service are all fitted with eight 20-inch aluminum hatches and four aluminum pneumatic outlets. Interiors are also completely coated with a phenolic epoxy to assure the purity of the product. The car provides a closed environment, free from contamination during loading, movement and unloading.

In marking delivery of the new HPCX cars, Henry A. Correa, president of ACF, observed that "our Center Flow, developed only seven years ago, has experienced amazing acceptance by industry." He emphasized that its absence of a conventional center sill and its inverted pear shape assure rapid flow and complete clearing during unloading.

● **Bright future.** Correa noted that because the covered hopper can carry more, and is loaded and unloaded with greater speed, it is more than twice as efficient as a box car in transporting dry bulk materials. And over the past five years when construction of piggyback flat cars grabbed many of the headlines, carbuilders have turned out double that number of covered hoppers.

Currently numbering 157,000, covered hoppers represent 9% of the U.S. car fleet. ACF expects the number to reach 200,000 by early 1972. If the current growth rate continues, the fleet should double over the next decade. The earliest record of such a car dates to 1905. By 1925 the fleet had reached 700. The Seaboard and Atlantic Coast Line were using such equipment in phosphate service by the 1920s Soon thereafter they were introduced to cement service. One large cement producer for whom ACF supplied cars in 1932, estimated that on a single trip he was saving $90 per car on bags and handling. As time went on the cars carried sand, clay, lime lamp black, fuller's earth and flour.

Because of the many combinations of outlets and hatches which have been developed, the Center Flow can be tailored to carry a variety of ladings. The pressure differential car features permeable steel membranes in the car's outlets which help aerate hard-packed ladings such as cement and cause it to flow out like a liquid. This design was followed by the "5-psi" car, a second-generation pressure-differential arrangement which operates on much lower pressure. It also can be unloaded by vacuum or gravity. Early this year the Center Flow was insulated and fitted with mechanical temperature control equipment so that the car can handle perishables in bulk (RA, Jan. 27, p. 23). ■



In the last 12 years Piggyback helped relieve air pollution and highway congestion.

But the thing it did best was haul your freight.

And there are millions and millions of reasons for it. All of them dollars. The hundreds of millions railroads have spent over the last few years and the many millions more they're planning to spend.

On equipment like standardized flat cars. More than 5,000 of them this year. Straddle carriers and large lift trucks. The kind that swiftly shift huge containers without a jolt. On freight yards. Modernizing them so that they can handle the steadily increasing traffic more efficiently.

To shippers this means faster, more dependable delivery. To consumers, lower costs.

To the railroads, it means the continuation of a great new era. Yesterday, the box car. Today the Piggyback. Tomorrow, more Piggybacks. And a few other surprises.

Trailer Train
the now way to move it

Circle 34 on coupon page 75

INDUSTRIAL TRAFFIC

Glidden-Durkee Division of **SCM Corp.** has announced the following appointments at Cleveland, Ohio: **Jack E. Myers,** transportation manager–administrative services; **Donald J. Day,** transportation manager–foods group; **William R. Mudd,** assistant to transportation manager–foods group; **Donald S. Glen,** assistant to transportation manager, C&R and Chemicals Group. At Louisville, Ky., **Jack L. Himmelheber, Sr.,** appointed Southern Region transportation manager–foods group.

Navy Captain **James L. Hennessy** named deputy commander and chief of staff **Military Traffic Management & Terminal Service.**

Air Force Major **Raymond A. Patty** named chief, Equipment Management Branch, Bulk Liquids Rail Fleet Management Division, St. Louis, to succeed Captain **Robert E. Altee,** reassigned to Langley Air Force Base, Va. Air Force Captain **Robert L. Levison, Jr.,** appointed staff transportation officer, General Freight Division, St. Louis.

Lewis G. Hallett, district manager–rates, **Georgia-Pacific Corp.,** Portland, Ore., has been promoted to western traffic manager.

J. Douglas Dawson, general traffic manager, **Norton Co.,** Worcester, Mass., has been appointed director of physical distribution, a new position.

William J. Meehan, assistant to the general traffic manager, **B-D Division, Becton, Dickinson & Co.,** Rutherford, N.J., has been appointed traffic manager of the division.

William F. Brown, director of purchasing, **Anchor Hocking Corp.,** Lancaster, Ohio, has been named administrative vice president, purchasing and transportation. **Louis J. Sandor,** assistant director of traffic, promoted to director of traffic, succeeding **Ernest E. Allison,** named manager of the newly created Real Estate Department.

William A. Watkins, senior traffic assistant, **Bethlehem Steel Corp.,** Los Angeles, has been appointed assistant district traffic manager, succeeding the late **Carl L. Wadsworth.**

Allan H. Surplus, general traffic manager, **Bay State Milling Co.,** Boston, Mass., has been elected vice president–transportation.

John D. Hood has been appointed general traffic manager, **Hyster Co.,** with headquarters at Danville, Ill. Mr. Hood was formerly supervisor of traffic, Hotpoint Division, **General Electric Co.,** Chicago.

DIVIDENDS DECLARED

BEECH CREEK.—50¢, quarterly, paid Oct. 1 to holders of record Sept. 15.

CAROLINA, CLINCHFIELD & OHIO.—$1.25, quarterly, paid Oct. 15 to holders of record Oct. 2.

GREAT NORTHERN.—75¢, quarterly, payable Nov. 1 to holders of record Oct. 10.

ILLINOIS CENTRAL.—$3.50 Preferred, 87½¢, quarterly, paid Oct. 1 to holders of record Sept. 4.

MISSOURI PACIFIC.—Class A, $1.25, quarterly, paid Sept. 30 to holders of record Sept. 19.

PITTSBURGH & WEST VIRGINIA.—4½¢, monthly, payable Oct. 31, Nov. 28 and Dec. 29 to holders of record Oct. 15, Nov. 14 and Dec. 15.

PITTSBURGH, FORT WAYNE & CHICAGO.—7% Preferred, $1.75, quarterly, paid Oct. 7 to holders of record Sept. 10.

RICHMOND, FREDERICKSBURG & POTOMAC.—Common and dividend obligations stock, $1.75, quarterly; 6% and 7% guaranteed stock, $1.75, quarterly, all paid Oct. 14 to holders of record Oct. 1.

SANTA FE INDUSTRIES.—Common Capital Stock, 40¢ quarterly, payable Dec. 1 to holders of record Oct. 24.

WESTERN MARYLAND.—40¢, quarterly, paid Sept. 30 to holders of record Sept. 19.

WHEELING & LAKE ERIE.—$1.43¾, quarterly, payble Nov. 1 to holders of record Oct. 10.

FROM HOOP TO BUSTLE TO MINI

WE'VE SEEN 'EM ALL . . . AND SOME ZANY STYLES IN BETWEEN.

LET'S FACE IT.
WE'RE AN OLD COMPANY.

Some organizations our age stagnate. Some are hide-bound.

And some are able to bridge the generation gap, using the best ideas from both young talent and old heads.

THAT'S US.

RESULT?

IMPROVEMENTS GALORE.

Better terminal operations. Better maintenance of track and equipment. Better scheduling. Better tracing and car control. Closer supervision. Higher morale.

WHO BENEFITS?

You shippers. And in the only way that means anything—better service. Call us.

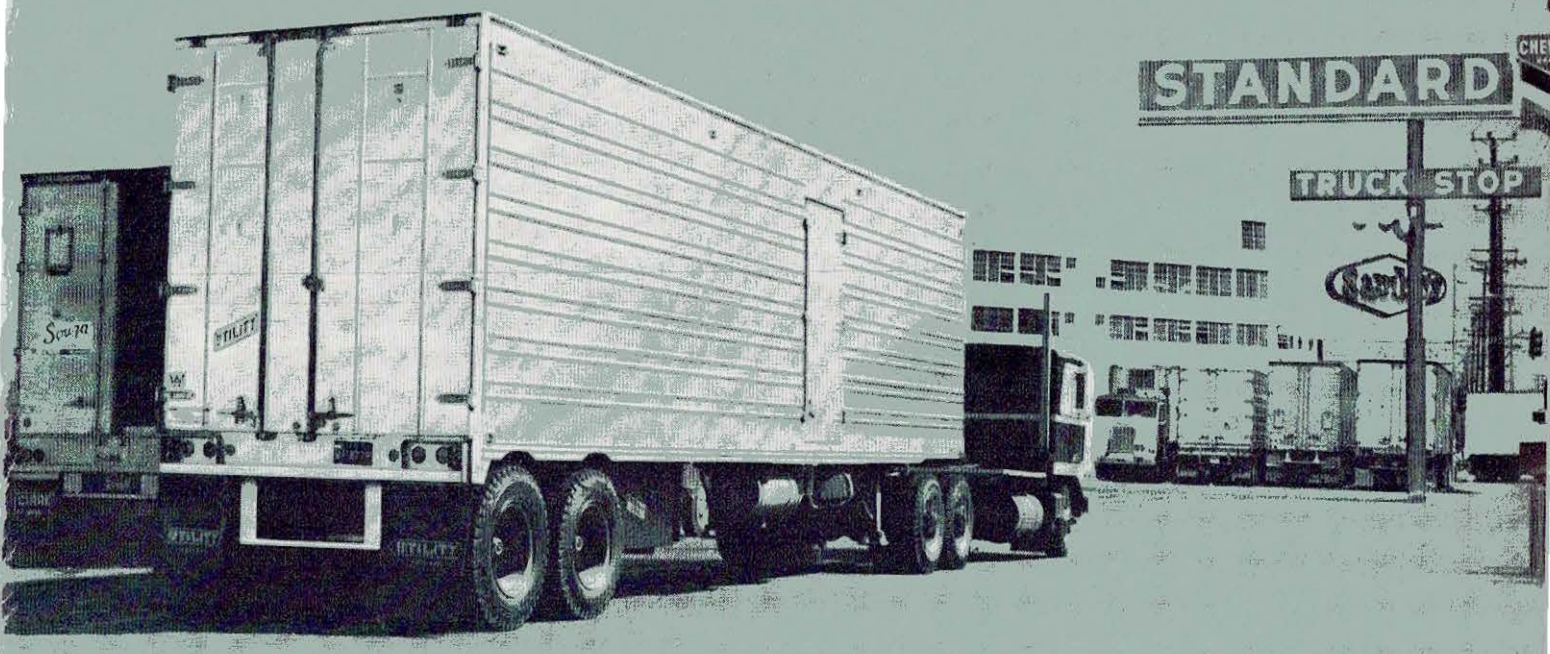
Rock Island

ROCK ISLAND LINES

Circle 23 on coupon page 75

fueling up...

ONE STANDS OUT



Sip a cup of coffee at any truck stop... and watch the Utility Trailers pull up. You're looking at the most advanced rigs on the road. Exclusive features make every Utility Trailer outstanding: all-welded I-beam frames, Rubberide gears, and big 10-inch brakes... maximum usable cargo area... extra strength and payload capacity with minimum tare weight.

You'll also find more special adaptations on these great trailers, fitting them exactly to their special cargoes. That's because Utility engineers work closely with our customers' operations men and listen hard to what they want in their trailers. If you need a special adaptation or accessory on your Utility Trailer, it doesn't take an act of Congress and a six-month wait to get it designed and built.

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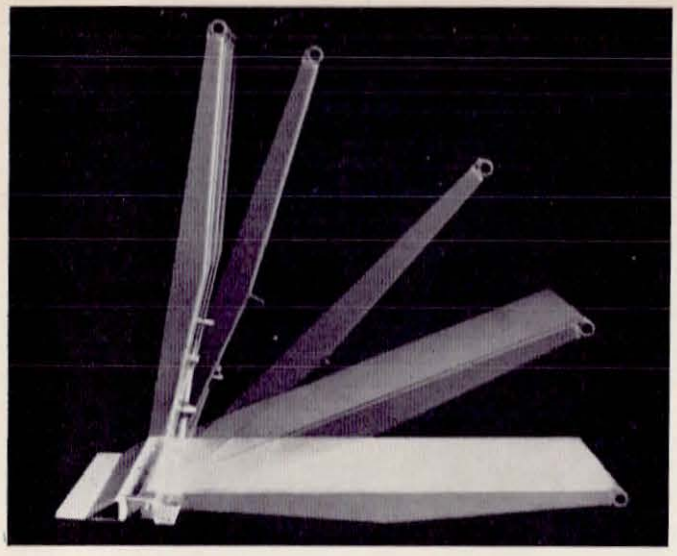
For individual, personal service on the best of cargo carriers—dry vans, reefers, flat beds, low beds, or containers—call the folks at Utility. We'll work hard for you. Utility Trailer Mfg. Co., 17300 Chestnut Ave., Industry, Calif. 91747.

DEALER SALES AND SERVICE CENTERS: BOISE, CHICAGO, DALLAS, DENVER, EL PASO, FRESNO, HAWAII, LOS ANGELES, MODESTO PHOENIX, PORTLAND, SACRAMENTO, SALT LAKE CITY, SAN ANTONIO, SAN DIEGO, SAN FRANCISCO, SAN JOSE, SAN LEANDRO, AND SEATTLE.



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Dramatically reduces car delays caused by bridgeplate loss or damage. Lessens hazard of derailment.

40 to 60 lbs. lighter than ordinary bridgeplate . . . much easier to raise and lower;

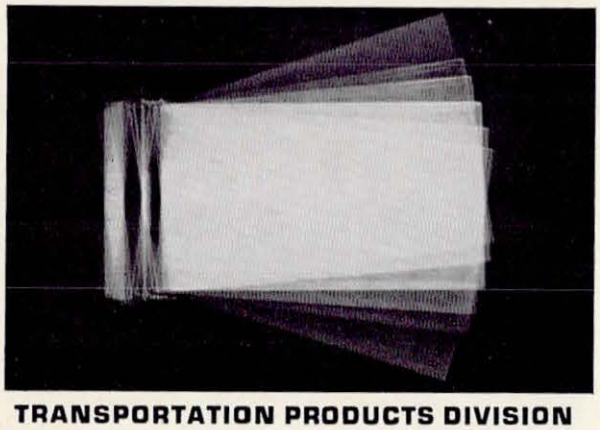
Unique flexing hinge arrangement provides controlled movement in three directions.

Flexible hinge permits both rotation *and* longitudinal movement in horizontal position.

Same flexing unit permits forward and backward movement in vertical in-transit position . . . eliminates need for present spring-loaded pedestal securing device under the car.

Easy to install! Takes less than an hour on a new or existing car.

Write United States Gypsum, 101 S. Wacker Drive, Chicago, Illinois 60606, Dept. RA- 911.



TRANSPORTATION PRODUCTS DIVISION

UNITED STATES GYPSUM

Circle 25 on coupon page 75

LETTERS

"The way out of the box . . ."

Washington, D. C.

To the Editor:

I have read with interest the "Viewpoint" editorial in the October 13th issue about subsidies to truck lines, and also your kind comments in your column "As the Editor Sees It."

As I am sure you are aware, we have interested ourselves publicly—before the ICC, the Congress, and elsewhere—in underlying problems of railroading beyond passenger trains and services. The best example is track and right of way, which of course is as vital to freight service as to passenger.

In June 1967, President Arthur Grotz of the Western Maryland proposed that rail rights of way be sold to the government and then leased back to the railroads. In my opinion, such a program offers the best hope for railroads to get equal treatment from government in relation to other modes with regard to user charges, property taxes, federal income tax deductions, and capital carrying charges.

Much has been said lately of the desire of the railroads to become "transportation" companies. It seems clear that their goal is not merely a sensible easing of restrictions to facilitate intermodal movement; rather, it is to have unlimited freedom to engage in the trucking, barge, and airline businesses. I submit that from the viewpoint of national priorities, there is an infinitely greater need for improved *railroad* service, both freight and passenger, than for whatever improvements in highway, water, and air services that might result from some segments thereof being run by the railroad companies. Indeed, the push in this direction is in one sense an indication that the railroads are throwing in the towel on the fundamental issue of equal treatment.

The way out of the box the railroads are now in is to shed their fixed properties and become *train* companies. Only then will they be able to compete on equal terms with other modes. Only then will the public get the benefits of a balanced allocation of transportation investment. Only then will we ever get the super-railroads that John Barriger has so eloquently advocated.

In recent weeks, Chairman Frank Barnett of the Union Pacific, Chairman Stuart Saunders of the Penn Central, and Chairman William Johnson of the Illinois Central have commented favorably on the sale and lease-back approach first put forth by Mr. Grotz. I hope that before long, Railway Age will give it its wholehearted support.

Anthony Haswell
Chairman
National Association of Railroad Passengers

Tomorrow's Railroads

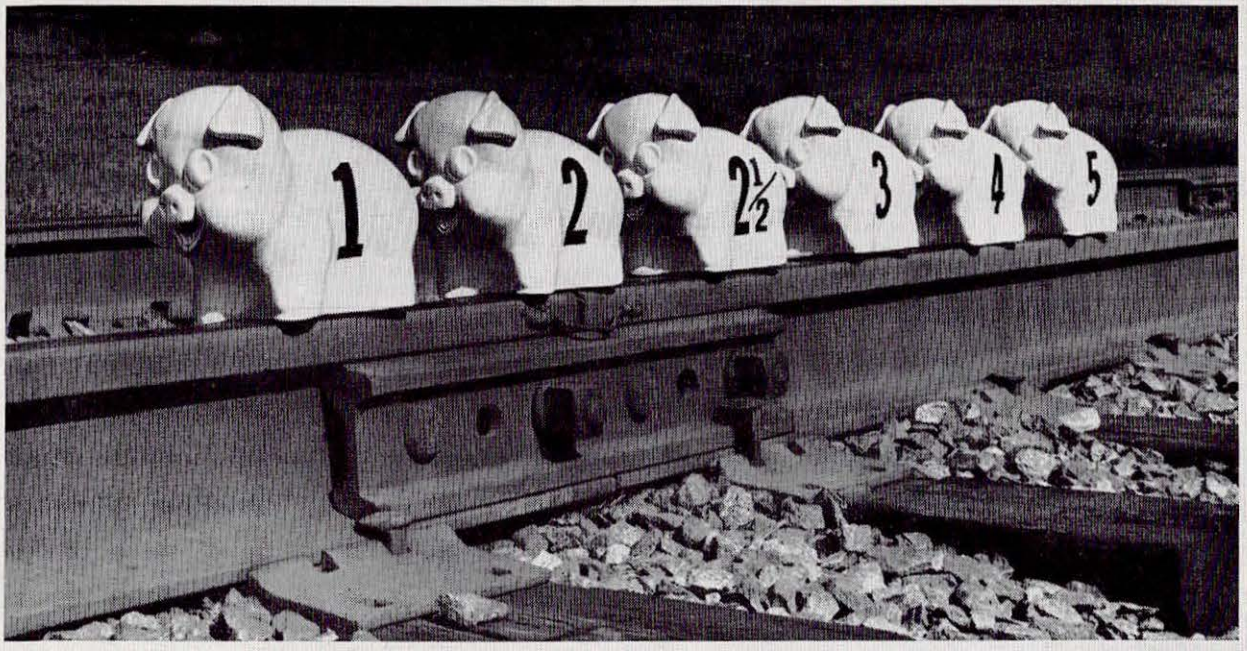
To the Editor:

I have read with great interest No. 9 in your Tomorrow's Railroads Series, "Moving People: What are the Solutions?" (RA, Sept. 29, p. 25). Never in my long experience in passenger transportation have I read anything that so penetratingly states the railroad passenger transportation problem. Every sentence vividly portrays conditions as they actually exist, through absolutely no fault of the rail carriers themselves. I am so impressed with this article that I am going to see that copies are placed in the hands of those who cannot seem to see the forest for the trees.

William H. Powelson
President
Penn-Jersey Coachways

C&EI offers as many piggyback plans as railroads twenty times its size.

When you're littler, you have to try larger.



The way we figure, if a railroad is going to offer piggyback service at all... big or small, it should provide the complete package. Right?

That's why C&EI offers a full range of piggyback plans, including 1, 2, 2½, 3, 4 and 5. Six ways that include every standard variation to handle your shipments quickly and efficiently. One of them is for you.

To find out the one that's best, call a C&EI traffic specialist. He'll end the guessing... pin down in black on white which piggyback plan will help put you on the gravy train to greater shipping economies.

CHICAGO & EASTERN ILLINOIS

C&EI

Circle 26 on coupon page 75

PEOPLE IN THE NEWS

ATLANTA & WEST POINT—WESTERN OF ALABAMA — GEORGIA — Vinson L. Cook, purchasing agent, appointed assistant secretary and assistant treasurer, Atlanta, Ga.

BRITISH COLUMBIA HYDRO & POWER AUTHORITY.—Sigurdur Sigmundson, general manager, retired Sept. 30. **E. R. Peck** appointed manager, labor relations department, succeeding **Guy Barclay,** who retired after 38 years of service.

CANADIAN NATIONAL.—J. H. Easton, general superintendent, express operations, Prairie Region, appointed grain industry co-ordinator, with headquarters as before at Winnipeg, succeeding **A. C. Weaver,** who has been loaned to the federal government for special duties. **Gerald S. Smith,** appointed superintendent, express, Saskatchewan Area, Saskatoon, succeeding **Harold A. Scott,** named regional general superintendent, express, Winnipeg.

R. A. Park, project co-ordinator, Prairie Region, Winnipeg, appointed project officer—regional office building, Great Lakes Region, Toronto.

E. R. Murphy, sales manager freight, Northern Ontario Area, appointed sales promotion officer, Great Lakes Region, Toronto, succeeding **G. F. Hennessy.**

D. L. Fletcher, assistant general superintendent transportation—technical, **Grand Trunk Western,** Detroit, appointed superintendent transportation, Southwestern Ontario Area, CN, London, Ont., succeeding **H. B. Giles,** retired.

J. M. Meers, assistant signal supervisor, Toronto Area, appointed to the new position of supervisor signal construction, Great Lakes Region, Toronto.

CHICAGO & NORTH WESTERN.— W. R. Wagner named office engineer, Chicago, succeeding **B. G. Packard,** who retired Sept. 30.

ERIE LACKAWANNA.—John J. MacAulay, Jr., appointed district sales manager, Boston, Mass

Daniel F. Mackerley, industrial agent, Hoboken, N.J., appointed district manager, industrial development there and has been succeeded by **Frank J. Hogan. Paul H. Gumm** named district manager, industrial development, Cleveland, Ohio.

FLORIDA EAST COAST.—T. N. Smith appointed assistant to comptroller, St. Augustine, Fla **C. F. Zellers, Jr.,** named assistant auditor of disbursements, and **R. W. Ford,** assistant auditor of revenues.

FRISCO.—R. C. Grayson, president, will become president and chief executive officer, effective Nov. 1. **J. E. Gilliland,** chairman of the board and chief executive officer, will continue as chairman of the board.

FRUIT GROWERS EXPRESS-WESTERN FRUIT EXPRESS—BURLINGTON REFRIGERATOR EXPRESS.—Denver S. Tidwell appointed manager, Southeastern District, Jacksonville, Fla.

GREAT NORTHERN.—Howard V. Rhedin, Curtis H. Berg and **Donald E. Engle** appointed assistant general counsel. **Richard V. Wicka, Robert L. Bartholic** and **Byron D. Olsen** named assistant general solicitors. **Donald C. Knickerbocker,** formerly assistant branch chief and senior attorney in the officie of the chief counsel, **Internal Revenue Service,** Washington, D.C., appointed assistant general counsel-taxes, **GN,** St. Paul. **Kurt W. Kroschel** becomes attorney, St. Paul. Mr. Korschel was formerly associated with a private law firm in Camden, N.J.

Harold A. Lind, general accountant; **R. C. Langer,** manager, passenger accounting, and **Milton L. Knoll,** manager, station and dining service accounting, retired. **J. V. Hurley** named general accountant; **T. L. Lewandowski** and **W. P. Dahedl,** assistant general accountants; **G. R. Jagusch,** assistant to the comptroller; **J. A. Whittaker,** manager, customer and station accounting; **R. V. Huse,** manager, passenger and dining service accounting.

LOUISVILLE & NASHVILLE.—Richard F. Summerville, supervisor, piggyback service and equipment, named manager, piggyback service and equipment, Louisville. **William S. Gahan,** district piggyback representative, appointed assistant district sales manager, Louisville. **Raymond C. Mittel,** chief clerk, succeeds Mr. Gahan. **Carlton G. Cole,** freight traffic agent, Birmingham, Ala., named assistant district sales manager, Nashville, Tenn. **L. Donald Cary,** district piggyback representative, Chicago, becomes district sales manager, piggyback traffic. **James E. Smith** named coal traffic agent, Chicago. Mr. Smith was formerly associated with the **Old Ben Coal Corp.,** Chicago.

C. N. Harrub, Jr., assistant engineer-valuation, named to the newly created position of engineer-track design, Louisville. Mr. Harrub's successor is **B. L. Parker,** staff assistant-valuation. **W. L. Holbrook,** junior office engineer, named assistant engineer-miscellaneous department, Louisville, to succeed **R. L. Summer,** who becomes assistant engineer, Louisville division. **J. D. Vaughn, Jr.,** assistant division engineer, Birmingham division, appointed general roadmaster, Birmingham and Montgomery, New Orleans & Pensacola divisions, with headquarters remaining at Birmingham.

J. P. Powell, engineer signals-system, and **M. R. Williams,** engineer communications-system, appointed to the newly created positions of superintendent-signals and superintendent-communications, respectively.

MAINE CENTRAL.—Edward D. Westcott, manager car utilization, Portland, Me., retired Sept. 30, after 51 years of railroad service.

MILWAUKEE.—W. E. Dunn and **L. F. Wickler** named district safety engineers, Chicago Terminal-Terre Haute division, Chicago, and Dubuque and Illinois division and Iowa division, Savanna, Ill., respectively. Mr. Dunn succeeds **M. E. Stewart,** and Mr. Wickler replaces **C. J. Delin,** both retired.

R. C. Grayson
Frisco

John H. Pender
UP

Albert G. Dupuis, public relations officer, Chicago, retired recently after more than 46 years of service.

MISSOURI PACIFIC-TEXAS & PACIFIC.—S. P. Lawrence named assistant vice president-rates and divisions; **Victor E. Kieffer,** general manager-pricing and divisions; **E. M. Sengheiser,** assistant to general manager-pricing and divisions; **Dallas R. Alderman,** assistant freight traffic manager-divisions; **William G. Taylor,** assistant freight traffic manager; **Robert H. Haase,** assistant to freight traffic manager; **Denis I. Doyen,** assistant general freight agent; **Robert J. Reis,** general freight agent-divisions, all in St. Louis.

T. T. Clausen appointed assistant superintendent of cars, administrative, St. Louis.

Eastern and Omaha divisions have been consolidated and renamed the North ern division. **B. E. Kerlee** named superintendent, Northern division, Kansas City, Mo. **H. E. Handley, Jr.** succeeds Mr. Kerlee as superintendent, Kansas division, Osawatomie, Kans.

James H. Wilkins, master mechanic, Rio Grande division, Big Spring, Tex., appointed superintendent of shops, DeSoto, Mo., to succeed **Thomas F. McKeone,** who retired recently after 41 years' service.

William E. Gruer named manager-personnel planning. He was formerly labor relations assistant, **Chicago & Eastern Illinois,** a **MP** subsidiary.

J. M. Begley, trainmaster, **MP,** Jefferson City, Mo., transferred to Kansas City, Mo., to succeed **A. S. Welch,** promoted. Mr. Begley's successor is **C. H. Freeman. R. L. Brewer,** trainmaster, **MP,** Alexandria, La., named trainmaster, Illinois division, **MP** and **Missouri-Illinois,** Chester, Ill., succeeding **L. J. Brupbacher,** resigned. **W. O. Chitwood,** trainmaster, **MP,** McGehee, Ark., replaces Mr. Brewer, and in turn is replaced by **J. E. Marsh,** assistant trainmaster, El Dorado, Ark.

MONON.—James F. McClellan, Jr. named district sales manager, Boston, to succeed **T. W. O'Rourke,** resigned.

NORFOLK & WESTERN.—Johnnie M. Cunningham, assistant manager motive

(Continued on page 60)

T/M Leasing is our newest development in the transportation field. It's the leasing arm of Trailmobile, a division of Pullman Incorporated.

T/M Leasing offers short term rental, long term finance leases, and long term maintenance leases on a full line of equipment, including piggyback dry freight vans, reefers, flats and containers.

If you're interested in leasing piggyback trailers from the people who really know this business, write or call Mr. Warren Deck, Sales Manager, Piggyback Leasing, T/M Leasing, 200 South Michigan Avenue, Chicago, Illinois 60604. Area Code 312, phone 939-1350.

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When a great trailer maker goes into the leasing business...

it's a good sign.

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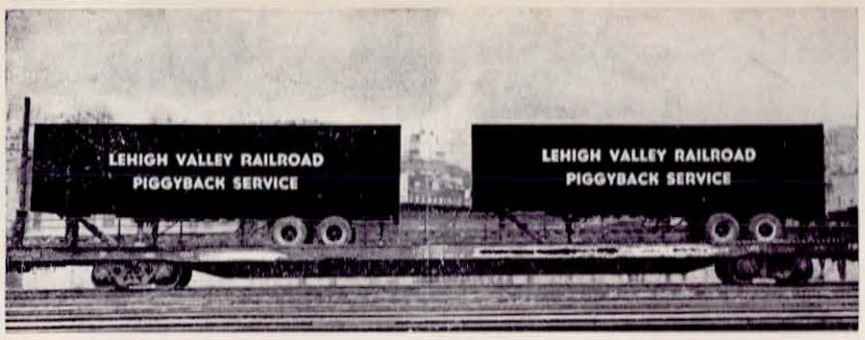

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fast—flexible piggyback service between New York and Chicago ... and the West

Lehigh Valley's APOLLOS provide the fastest and most reliable service to points between New York and Chicago . . . and the West.

Try our dependable, personalized service.

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Circle 28 on coupon page 75

PROTECTING RAILROAD CARGO SINCE 1897

Being oldest is one thing. Being best is something else. Tyden is both – as more than 90% of North America's railroads testify by their exclusive use of the Tyden Seal. Should you be among the few who haven't gotten the word, please write today for free samples and details. We're not too old to move fast.

THE TYDEN SEAL COMPANY
Division of The Viking Corporation ☐ Hastings, Michigan 49058

Circle 29 on coupon page 75

October traffic poll

(continued from page 45)

N. C. Zollar, general traffic manager of Lincoln Electric Co., also voted for box cars, but not the conventional type.

"Fifty-foot box cars with a 20-inch travel cushion underframe, and split bulkhead compartmentizers, have cut our complaints and/or claims from 22 down to three for every 100 cars shipped," said Zollar.

The need for more standard hopper cars to meet the requirements of the coal industry was stressed by John J. Regan, general traffic manager of the Eastern Associated Coal Corp.

"Railroad budgets should and must include larger sums for building standard hopper cars," said Regan. "During the past few years the railroads have been building fewer hopper cars; in 1969, this reduced program has caught up with them. All major coal-carrying roads are experiencing car shortages due to previous lack of foresight."

● **Specialized cars.** A number of shippers participating in the October Traffic Poll commented on the desirability of more cars specially equipped for damage reduction.

"The demand for DF cars is greater than the supply at many locations throughout the country—they're not available when you need them in most cases," said Joseph Patraiko, assistant to the general traffic manager, Whitehall Laboratories.

K. C. Lippmann, manager of transportation, New Jersey Zinc Co., cited the need for more flat bottom gondolas. "Flat bottom gons have been so scarce as to lead one to wonder if they really exist," said Lippmann.

R. L. Anderson, transportation manager for the McGraw Edison Co., warned that "the supply of heavy duty flat cars, unless increased, will cause complete havoc in industries that need this type of equipment, such as the electric utility industry."

● **Cheaper cars?** R. J. Breitinger, director of traffic and transportation for the Westinghouse Electric Corp., suggested that railroads give "serious consideration" to designing less costly cars. "For example, merchandise traffic moves at minimum weights of 15,000 to 60,000 pounds, yet the standard box car has a capacity of 140,000 pounds," said Breitinger. "While this may be necessary for free-running cars, it appears to be wasteful on the many assigned one-way cars in use. The new General Mills mini-max car is a good example of a functionally-designed car." ■

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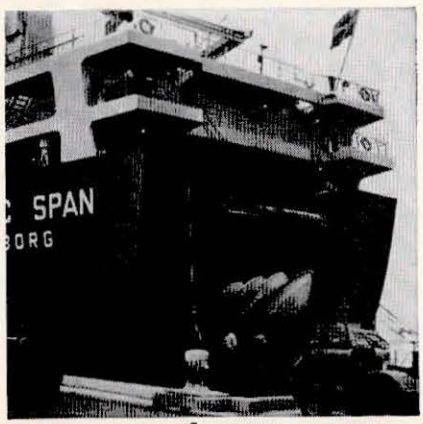
ACL roll-on/roll-off container ships handle any size and type of cargo. As a result, you can ship cargo in your own containers, trailers or specialized equipment and save important money on each.

But that's not the only saving. When you ship by ACL, you rarely have dismantling charges. Anything that has wheels or can be equipped with wheels can be rolled aboard. Even the tallest and widest machines pass easily through our ships' huge stern gates. Except for watertight containers, everything gets stowed below out of the weather.

ACL unloads fast, too. In fact, with our efficient terminal delivery system, ACL substantially cuts your total transit time door to door.



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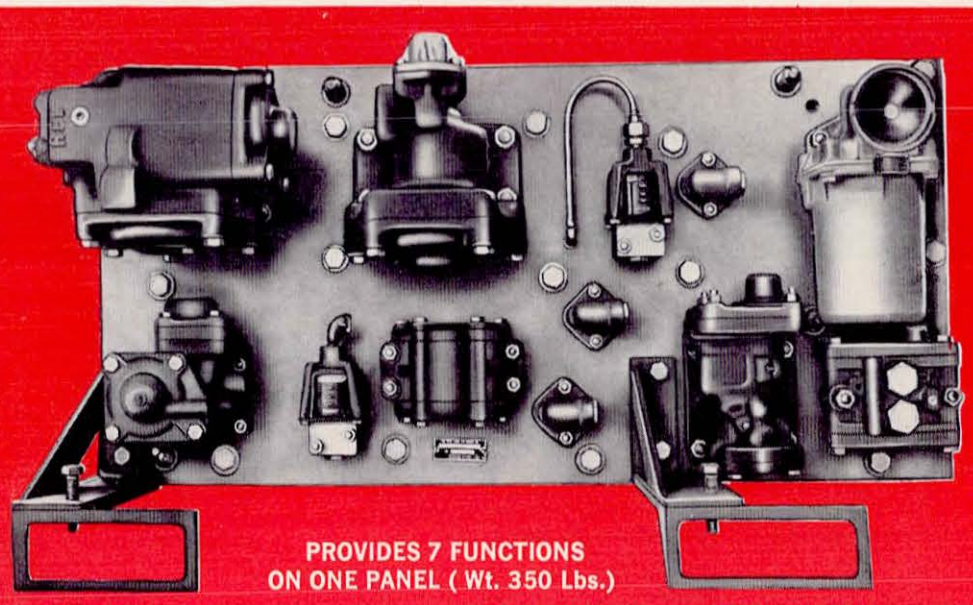
Don't hold up



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- (b) 26-F Quick Release Portion
- (c) 90 Cu. Inch No. 16 Pipe Volume
- (d) Branch Pipe Strainer
- (e) J-1 Relay Valve
- (f) DT-3A Double Check Valve— Independent and Automatic Brake

2. PENALTY SERVICE APPLICATION
- (a) P-2-A Application Valve
- (b) DT-3A Double Check Valve— No. 26 Pipe Suppression

3. VENT VALVE-EMERGENCY
- (a) KM or No. 8 Vent Valve

4. BREAK-IN-TWO, EMERGENCY SANDING, POWER CUT-OFF, AND DYNAMIC BRAKE NULLIFICATION FROM ANY EMERGENCY
- (a) A-1 Charging Cut-Off Pilot Valve
- (b) 90 Cu. Inch Volume Reservoir

5. MU CONTROL WITH NO. 6 BRAKE EQUIPMENT
- (a) F-1 Selector Valve Portion

6. DYNAMIC INTERLOCK
- (a) Magnet Valve Portion
- (b) DT-3A Double Check Valve Portion— No. 13 Actuating Pipe

7. OVERSPEED CONTROL
- (a) Magnet Valve Portion

The functions provided by Nos. 5, 6 and 7 may be omitted by substituting blanking pads for the operating portions, without change in basic piping or wiring.

the train.

You can see why railroads are installing PORTORACK and leaving down-time behind them.

PORTORACK is a complete service-ready unit of essential valves for 26-L Brake Equipment. When it's time to maintain valvular portions, a lift truck removes the PORTORACK from the locomotive and carries it to the work bench. It is replaced by a stand-by PORTO-RACK which has been functionally tested as a unit.

Tighten a few bolts, perform the daily test and your locomotive is ready to roll. There are no holdups, no delays. Add up the savings over a year and you will see why more and more railroads are equipping their locomotives with PORTORACK. Want to hear more?

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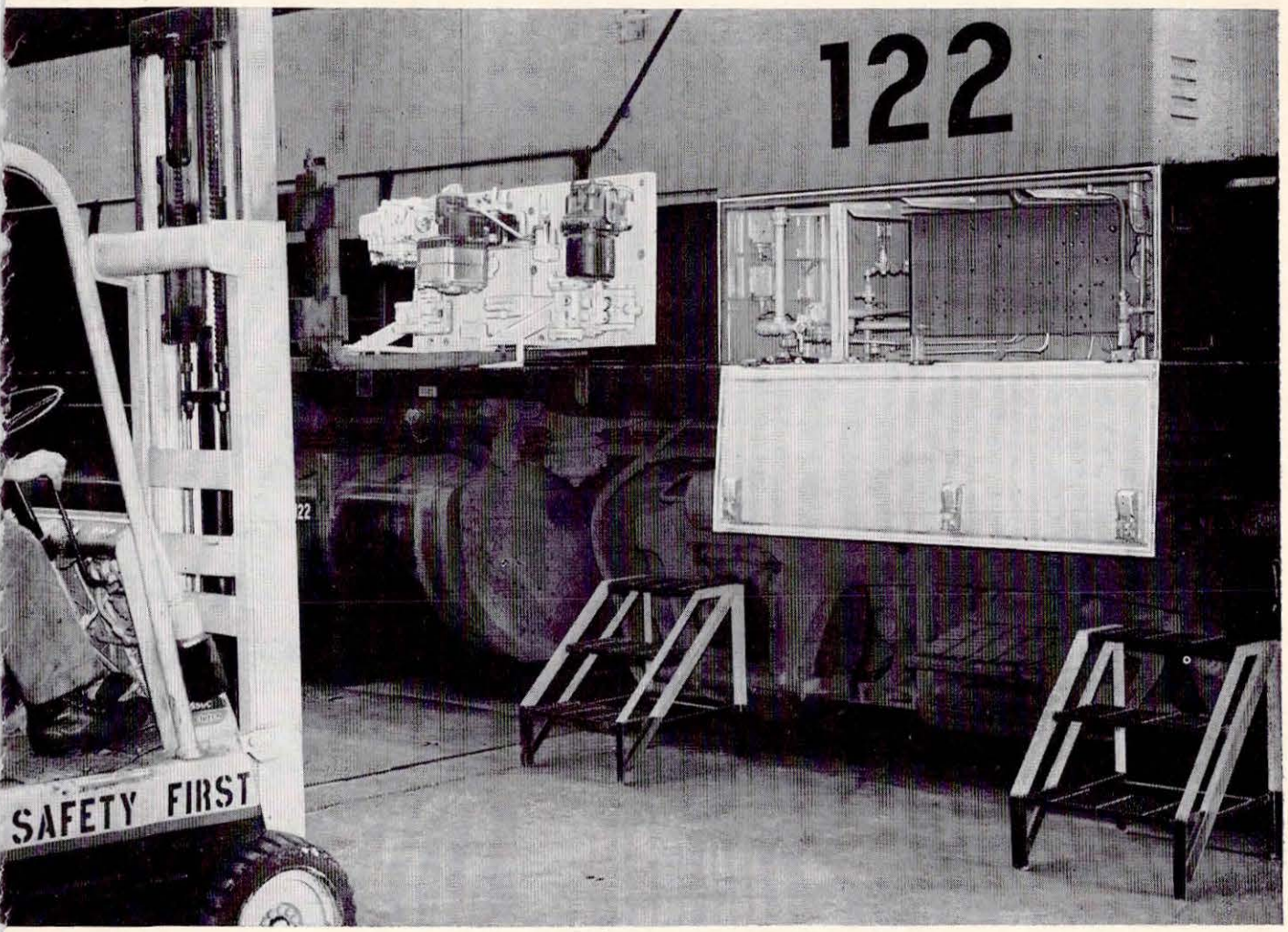

Circle 31 on coupon page 75

(Continued from page 54)

power and equipment—car, promoted to manager motive power and equipment—planning. **William A. Bostian,** engineer car construction, succeeds Mr. Cunningham. **John S. Crute, Jr.,** mechanical inspector, promoted to engineer car construction. **Robert E. Clemmer,** engineer special equipment, promoted to engineer car design—special equipment. **Frank W. Robertson,** engineer car equipment, promoted to engineer car design—car equipment. All have headquarters at Roanoke, Va.

J. T. Grant, traffic manager, New York, retired Sept. 1, after more than 47 years with the N&W and merged companies.

Herbert O. Stratton, assistant engineer, Roanoke, promoted to division engineer, Norfolk, succeeding **A. S. Sadler,** retired.

L. M. Newton, manager transportation, Lake Region, Cleveland, appointed manager transportation—special duty, Roanoke. **Leroy D. Brown,** assistant to general manager transportation, Roanoke, succeeds Mr. Newton at Cleveland. **Francis J. Murphy,** assistant to manager transportation, Lake Region, Cleveland, named assistant to general manager transportation, Roanoke.

Robert S. Marquis and **John Wesley Morris, Jr.,** have joined the N&W as tax attorney and tax accountant, respectively, at Roanoke.

Leroy P. Kennedy, Jr., instructor of air brakes and train operation, named superintendent air brakes, succeeding John **Marcroft,** retired.

Sidney Falkenstein, general solicitor Roanoke, retired Sept. 30, after 41 years with the N&W.

PENN CENTRAL.—Donald G. Shiels, regional engineer—communications and signals, Philadelphia, transferred to the Lake Region at Cleveland, succeeding **Arthur N. Rondeau,** resigned.

ROCK ISLAND.—N. J. Nessen, district manager-freight sales, Philadelphia, transferred to St. Paul, to succeed **B. G. Wright,** named manager of service and schedules, Kansas City. Mr. Nessen's successor is **Daniel F. McHugh,** district manager-freight sales, Louisville, who in turn is replaced by **Edward W. Duman,** analyst, marketing division, Chicago.

SOO LINE.—W. H. Jewett named to the newly created position of manager, financial analysis.

SOUTHERN.—Earl L. Dearhart, regional sales manager, Cincinnati, Ohio, appointed assistant vice president—sales, Washington, D.C. **Turnbull Bernard** appointed manager, construction material sales, remaining at Washington. Mr. Bernard formerly managed lumber sales and now is in charge of cement and aggregates as well. **Larry H. McWhirter,** district sales manager, appointed regional sales manager, remaining at Chattanooga, Tenn. **Myron R. Way,** sales manager—clay industries, appointed sales manager—textile industries, remaining at Washington. **James C. Chandler,** district manager, rail-highway sales, New York, appointed sales manager—lumber shipments, Atlanta, Ga. **Hubert Salyer,** assistant sales manager—construction materials, appointed sales manager—cement and aggregates, remaining at Atlanta. **William S. Bennion,** sales representative, Miami, promoted to assistant district sales manager—Florida perishables, at that point. **William L. Sutton,** sales representative, Orlando, Fla., appointed assistant district sales manager, Jacksonville. **Robert F. Groover,** sales representative, Tampa, promoted to assistant district sales manager there. **Crosby A. Price,** general agent, Orlando, promoted to assistant district sales manager there. **Raph D. Blalock,** sales manager—lumber industries, Washington, D.C., appointed regional sales manager, with jurisdiction over North and South Carolina at Charlotte, N. C.

Theodore J. Fody, senior buyer, promoted to general purchasing agent, with headquarters as before at Atlanta.

SOUTHERN PACIFIC.—William G. Peoples, senior vice president, executive department, retired Sept. 30 after 53 years of railroad service.

William H. Geare, assistant to traffic manager, San Francisco, named general agent, Salt Lake City, to succeed the late **E. H. Bancroft.**

UNION PACIFIC. — John H. Pender elected assistant to the president, Union **Pacific Corp.,** and assistant to the vice chairman of the railroad, with headquarters at New York (RA, Oct. 13, p.34).

USF

Piggyback

Containerization Consolidation

Roll-on/Roll-off Distribution

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...World's largest freight forwarding system

...Pioneer coordinator of intermodal transport of freight by rail, highway and water, between major U.S. points as well as business/industrial centers throughout Free World

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UNITED STATES FREIGHT COMPANY

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Circle 32 on coupon page 75

The Talking Train

RCA Spectra 70 computers taught Chicago & North Western freight cars to say "Hello, I'm in Wisconsin with the lettuce."

After 150 years it was high time railroad cars learned to talk and tell us where they were. But it takes some doing to keep track of 50,000 cars constantly on the move on some 12,000 miles of rails.

A car can get lost, sent to the wrong place or ride around empty.

That's why RCA was asked to turn C&NW cars into regular chatterboxes.

Every day RCA Spectra 70 computers (linked to a locater system) collect, monitor, and transmit 200,000 messages (route verifications, shipment location queries, car tracing, etc.).

This system (called FastFax) lets the shipper pinpoint his freight in seconds, by phone, and the road's salesman search for new customers instead of lost freight.

When the computers are not listening to the trains they are doing a little talking themselves.

They tell the bookkeeper who owes what, to whom, and the terminal expediter what goes where. They even help the C&NW make plans for the future.

Just in case you think we've got a one-track mind, you ought to know that a Spectra 70 is teaching kids in New York, Ohio and Michigan. (A Tutor Computer.)

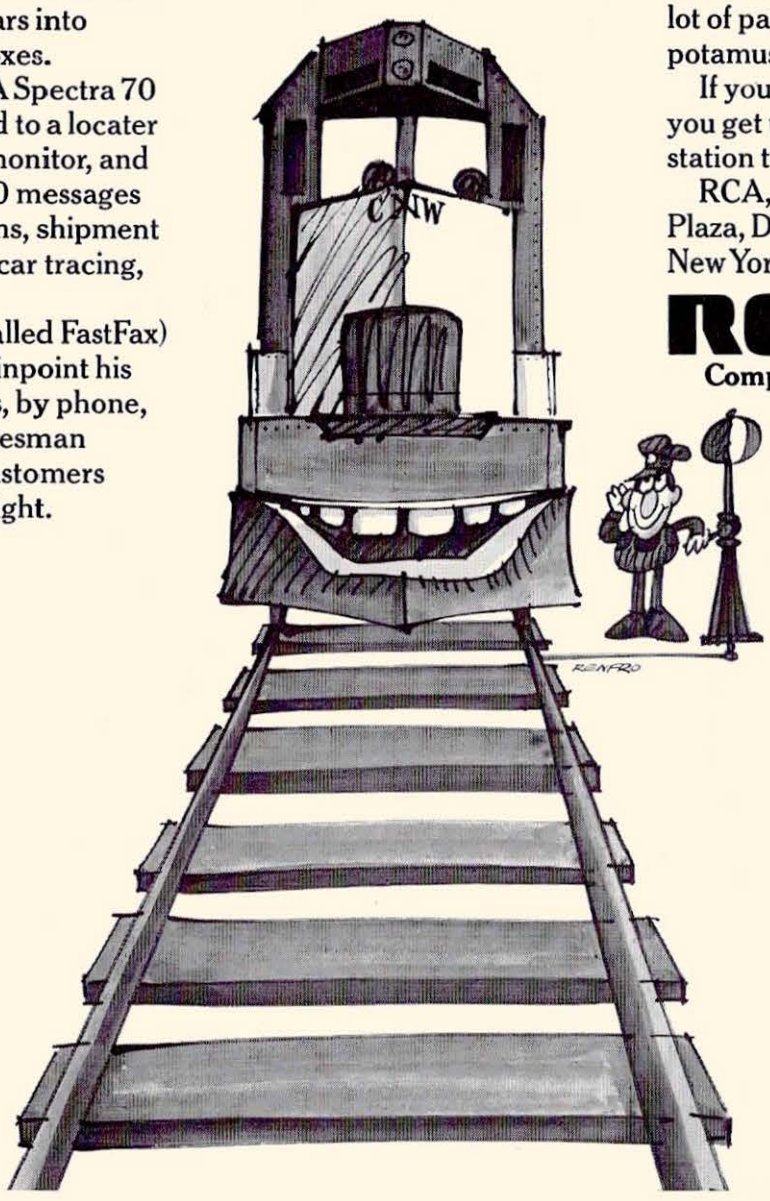
Another is working with the police in Cincinnati (As an Electronic Stool Pigeon).

And there's another on Wall Street that's eating up a lot of paperwork. (The Paperpotamus.)

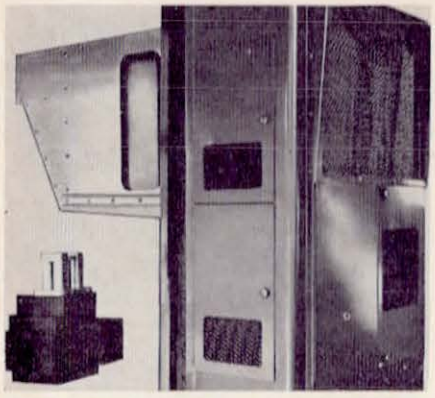
If you think we can help you get up steam, call us station to station. Or write:

RCA, 30 Rockefeller Plaza, Dept. 119, New York, New York 10020.

RCA
Computers

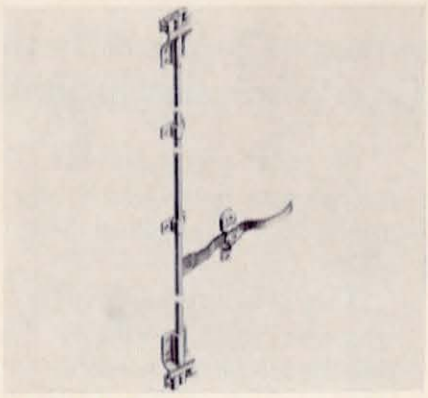


NEW PRODUCTS REPORT



Refrigeration unit (RA-1)

Cryomaster Transport Refrigeration is the first commercial system to employ cooling equipment utilized in aerospace applications. It is designed for cooling of containers and integral refrigeration systems on trailers and railroad cars. It is claimed that size and weight are substantially less than those of other systems. A closed-cycle cryogenic cooler, a convector surface on which constant temperature is maintained uniformly, and a temperature controller are utilized. *Malaker Corp.*

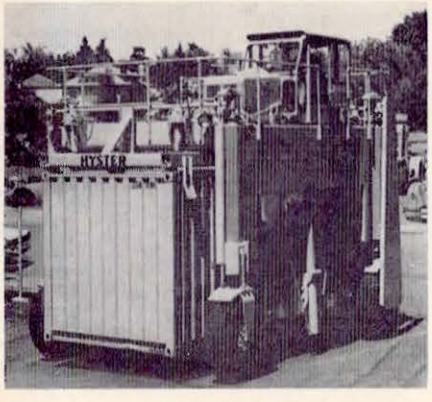


Trailer lock (RA-2)

An anti-rack lock, designed for container and piggyback use, has a bearing cover and back plate which feature a bridge-type construction that reinforces the door. The exclusive cam design of this lock allows it to be welded to the outside of standard pipe or tubing. The total 1⅞-inch projection of the lock for the door gives added space for welding the header to the frame while allowing units to be placed end-to-end without interference between locks. *Eberhard Mfg. Co.*

Universal container (RA-3)

The 20-foot universal container for transport of liquids or dry-bulk commodities has a 5,000-gallon, 700-cubic-foot tank capable of handling a wide variety of chemicals and flammables, if necessary, at low pressure with proper venting. It can move dry products including plastic pellets. Engineered to be completely intermodal, strength, durability and weight-saving features are incorporated throughout. Vessel may be stainless steel, carbon steel or aluminum. *Fruehauf Division.*



Container transporter (RA-4)

The Hyster M400H Straddle Truck carrier can be fitted with a special container handling attachment which gives it dual capabilities. It can lift up to 44,800 pounds with hydraulically controlled twist locks secured in the lift pockets of a standard ISO 20-foot container. With conventional load shoes, the truck can lift up to 40,000 pounds of lumber, steel or unitized pallet loads in a conventional carrier operation. Two machines so equipped are now in use by the Portland (Ore.) Public Docks. The ability of the container transporter to transfer 20-foot containers rapidly from dockside to points where they may be picked up by lift trucks is facilitated by the machine's 25-mph operating speed under load. The driver enjoys good visibility and maneuverability since he is carrying the load by its narrowest dimension while not appreciably increasing overall length of machine. *Hyster Co.*

Terminal tractor (RA-5)

The Arrow Terminal Tractor for shuttling trailers in terminals and piggyback operations is designed to be more efficient than rebuilt over-the-road tractors often used for this service. The tractor is built to sustain the abuse of repeated couplings. The International engine has the power not only to move fully loaded trailer on the level but also up ramps. The Allison automatic transmission and torque converter protects against fast, jerky starts and stops. The hydraulic fifth wheel has an 18-inch lifting height and is capable of carrying any trailer load at full height. The tractor can turn, under power steering, within a 17-foot radius, giving easy maneuvering in a tight space. The cab is designed to give the operator 360-degree visibility to facilitate trailer handling. The design provides for easy access to the engine and to all controls. The tractor has an approximate weight of 10,800 pounds. *Arrow Mfg. Co.*

CONTINUED ON PAGE 75

Photo taken at New York Society of Model Engineers Club House, Carlstadt, N.J.

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Whatever your maintenance problem, PPG has a coating to help you cut costs!

Pittsburgh® Paints has a complete family of quality coatings formulated to meet the stringent standards of railway maintenance and structural engineers. Professionally applied, these finishes are designed to protect longer, weather better and resist wear.

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Circle 35 on coupon page 75

Now speeding piggyback and container handling at the Penn Central Railroad Yard in Chicago, the two new 40 Ton PACECO TRANSTAINERS® shown here have a seventy-four foot span capable of straddling two roadways and two railroad tracks.

New Features for Maximum Performance

No other mobile straddle crane can match the versatile performance of the new TRANSTAINERS®

Rotates Piggybacks or Containers End-For-End
Loads on/off in any direction to minimize flatcar switching and provide fast hookup to trucks. Trolley rotates total of 360°.

Maximum Visibility for Operator
Exclusive cab-on-trolley saves time and manpower. Operator rides with load at all times for faster duty cycles.

Handles 20′ Thru 40′ Containers or Piggybacks
Expandable lifting spreader handles top or bottom lifts for piggybacks or containers in any lengths from 20′ thru 40′.

And Many More Exclusive Features for Load Control and Steering
Give us a call or write for further information. Our terminal systems engineers are available for consultation.

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PACECO equipment is also built by the following: **Canada**—PACECO-CANADA, LIMITED **Europe**—PACECO-VICKERS LIMITED
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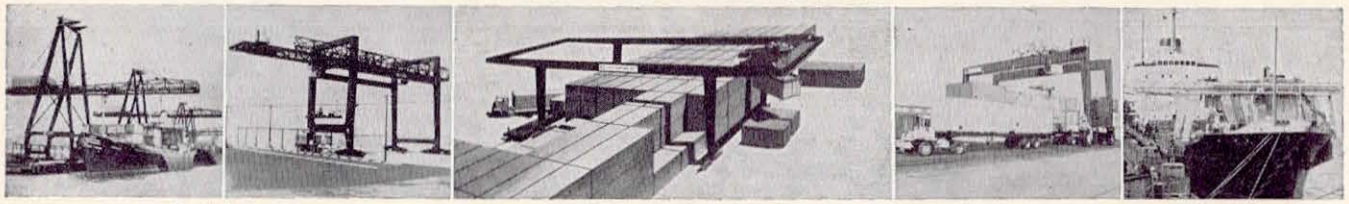
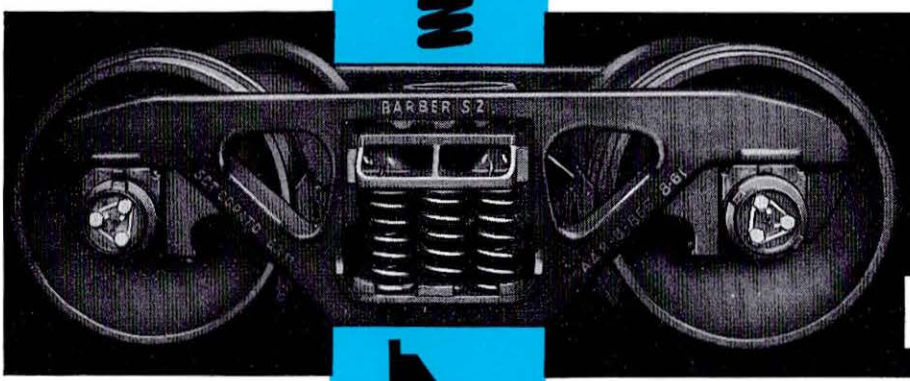


Portainers **Rail-mounted and Rubber-tired Transtainers** **Shipstainers**

Circle 36 on coupon page 75

What does the "TOTAL DESIGN CONCEPT" of the BARBER STABILIZED TRUCK *REALLY MEAN?*



IT MEANS

MONEY SAVING PERFORMANCE!

The Barber Stabilized Truck gives greater lading protection, longer service life, lower maintenance . . . significant savings in time and money in every area of performance. It's lower in first cost, too!

"Talk to the Man from Barber"

BARBER STANDARD CAR TRUCK COMPANY
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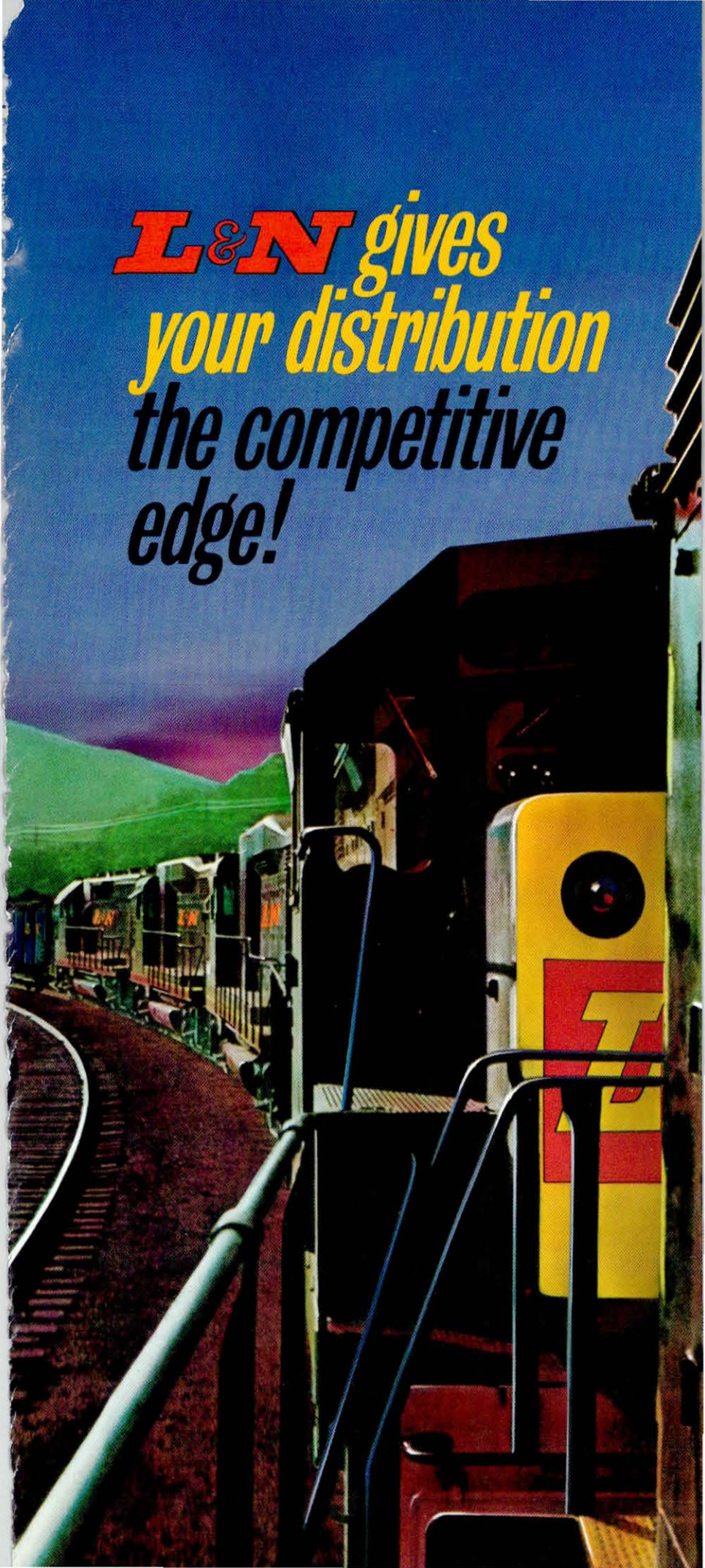
Why do cars built with USS Cor-Ten Steel stay in service far longer than ordinary cars?

USS COR-TEN High-Strength Low-Alloy Steel not only has extraordinary resistance to atmospheric corrosion and normally holds paint up to twice as long as carbon steel, but also is 40% stronger than regular carbon steel. It gives cars the stamina to withstand continuous punishment and to set records for uninterrupted service.

USS COR-TEN Steel can be used (1) in the same thicknesses as carbon steel to provide much greater strength and far longer service life with the same payload, (2) in thinner sections to provide equal strength and service life with a maximum reduction in weight and increase in payloads of several thousand pounds per car, or (3) in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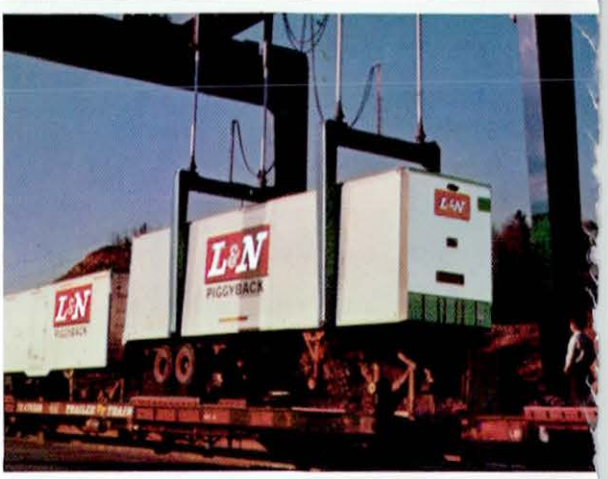
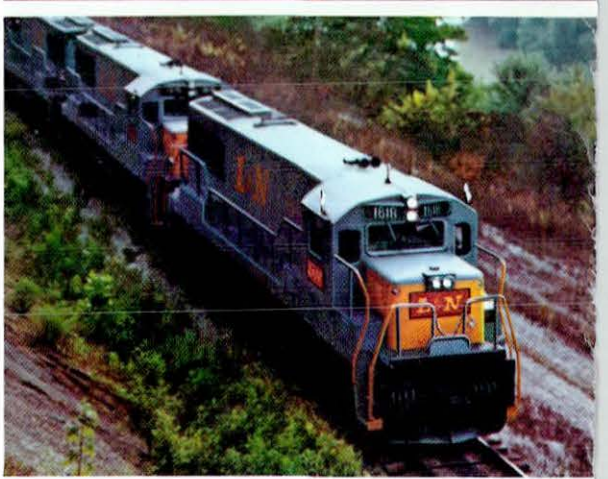
L&N... a totally new, dynamic freight service

New sophisticated car tracing computers, new piggyback concepts for faster, more complete distribution, new equipment, new schedules, new local Customer Service Centers. And we're reaching out to serve new territories, too ☐ Call your L&N Freight Service Representative. L&N is "on-the-move" to slash distribution costs and assist you with every marketing program ☐





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intermediate thicknesses to provide, at the same time, a lesser but worthwhile increase in strength, payload and service life.

USS TRI-TEN Steel, another relatively low-cost weight reducer, has excellent resistance to fatigue. USS EX-TEN Steel's favorable strength-to-cost ratio makes it the biggest carbuilding bargain around. For especially rough impact/abrasion applications, use USS "T-1" Steels.

These special steels can increase the life and efficiency of the next freight cars you buy or lease. For more information, write United States Steel, P.O. Box 86 (USS 6607), Pittsburgh, Pennsylvania 15230.

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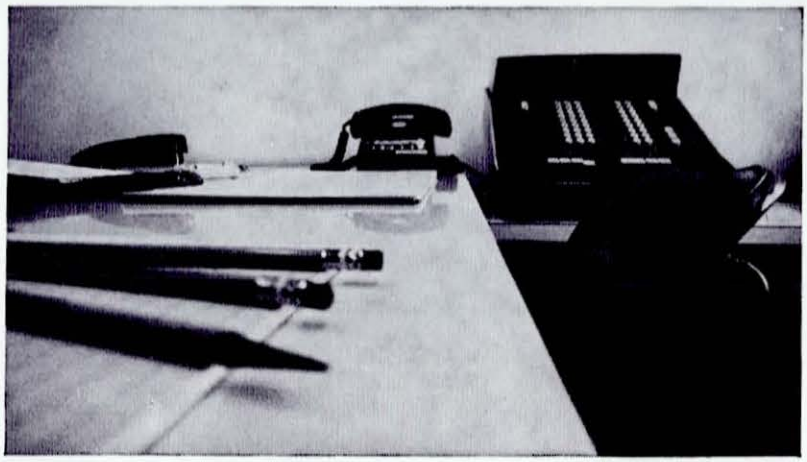
The skilled labor shortage.



It's amazing how fast you could change it.

Lots of companies don't have a skilled labor shortage at all. They've done something about it. They've turned workers into skilled workers. You can end your skilled labor shortage, too. In a few months. Train the unskilled. How long does it take to train a man to be a welder, machinist, bookkeeper, draftsman, assembler, molder? A few months. That's all. Those unskilled Whites, Negroes, Puerto Ricans, Mexican-Americans and others are a source of talent to end any labor shortage. And end it for good. 350 corporations think so. They've formed a voluntary organization called Plans for Progress. They've got a lot of ideas about equal job opportunity and how it benefits *you*. Let them tell you what they think. Write: Plans for Progress, 1800 G Street, N.W., Suite 703, Washington, D. C. 20006.

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Things are changing. In the next 5 years, 8,000,000 good jobs will open up for Whites, Negroes, Puerto Ricans, Mexican-Americans, everyone.

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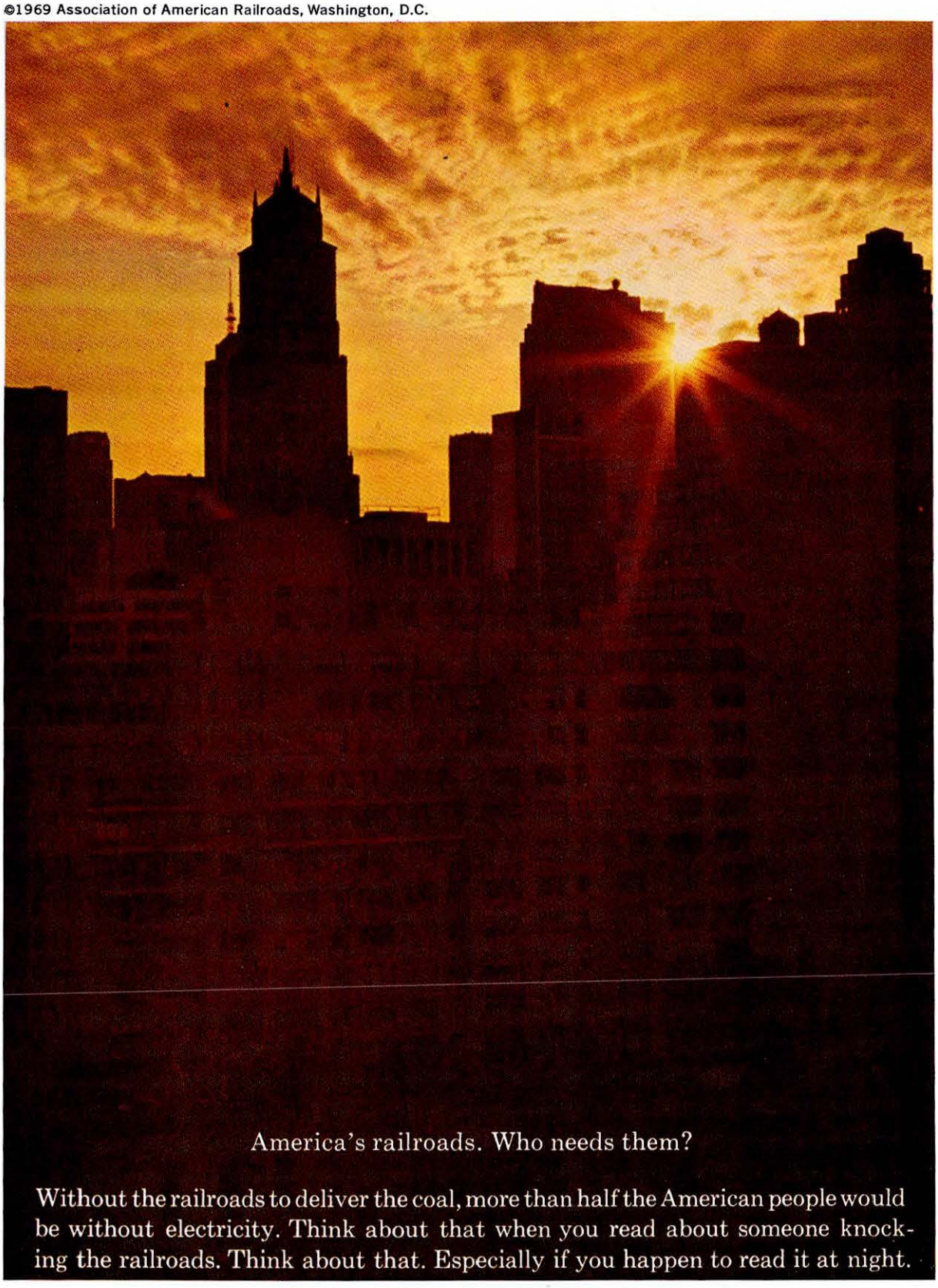

America's railroads. Who needs them?

Without the railroads to deliver the coal, more than half the American people would be without electricity. Think about that when you read about someone knocking the railroads. Think about that. Especially if you happen to read it at night.

America's Railroads

Who needs them? You do.

If you're going to spend the night on the waterfront, you need some protection.

Ours. That's why we build containers so tough at Trailmobile.

We build them to fight pilferage and to withstand rough handling, crushing loads and all kinds of weather. Your cargo is protected whether it's on the deck of a ship, standing on the dock, or speeding across the country over rail or highway.

And at Trailmobile, protection comes in assorted sizes for virtually every job. Choose sizes from 20 to 40 feet. We make dry freight, tank, half-high, open top, platform and reefer containers. Specify aluminum or plyglass.

And to make doubly sure our containers are a solid investment, we test them long and hard. We can and do meet I.S.O., and U.S.A.S.I. standards. The result is a line of containers that will pay off with faster freight handling and better cargo protection . . . greater peace of mind for you the next time your cargo has to spend the night on the waterfront.

TRAILMOBILE means business

Container Lease Programs also available.

A Division of Pullman Incorporated

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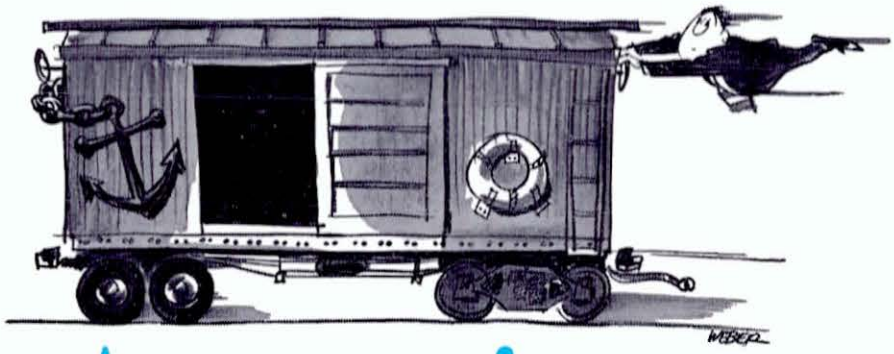


Are you going with a modern transportation mix?

Everybody knows. Distribution today probably adds proportionately more to product costs than just about anything else. So how do you stay competitive?

One way is to update your transportation methods. Find out about the new things that are happening in transportation. Then revamp where it pays.

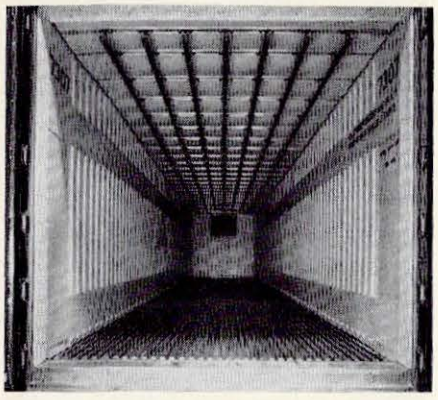
Let us tell you about the new ideas and services we have to offer. They're designed to fit the shipping needs of most any product going.

So talk over your beefs and needs with your SCL man, and see what he can pull out of his hat. It may be more than you think. Or write to Horace M. Emerson, Vice President, Freight Traffic, Seaboard Coast Line Railroad, Jacksonville, Fla. 32202.

SCL
SEABOARD COAST LINE RAILROAD

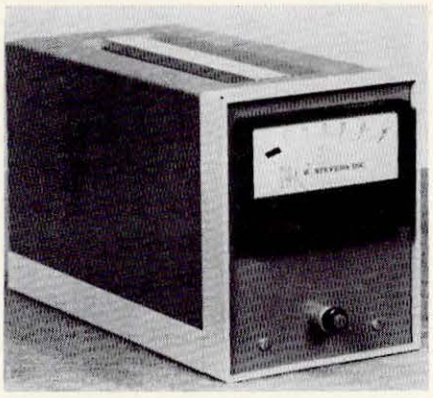
Get in on what's happening in transportation.

NEW PRODUCTS REPORT



Glasbord panels (RA-6)

A complete, compatible interior lining of Glasbord panels for refrigerated trucks, trailers, freight cars, and containers, meets USDA standards. The convolute-rib panel assures air circulation around the load; the full-length flat panel (available in several thicknesses) can be used on walls, as well as ceiling, doors, nose and subpan; and the Glasbord scuff plate (available in two thicknesses) is used for protecting walls in areas of heavy wear. All panels are cleaned readily. *Kemlite Corp.*



Level measurement (RA-7)

The 3100 series Sonargage system of plug-in modular construction can monitor the level of practically any bulk material or fluid continuously using the non-contact principle over a maximum range of 150 ft. The series, of solid-state construction, features an analog (meter) display of the distance measured as well as a 4-20 MADC or 10-50 MADC recorder or recorder/controller output. There are no vacuum tubes or voltage regulator tubes. *C. W. Stevens, Inc.*

Inner modular containers (RA-8)

Loading and unloading of containerized export freight is done more efficiently through the use of 1/16 and ⅛ inner modular containers and results in up to $4 per ton savings in freight rate/conveyance unloading. The 1/16 module is 57 x 45 x 40½ in.; the ⅛ module, 57 x 90 x 40½ in. Each fits an 8- x 8- x 20-ft cargo container; supports a 6-ton load; and is designed for 2-high stacking. Both also fit the 30- and 40-ft-long cargo containers. *Package Research Laboratory.*

Container cooling units (RA-9)

The Model 69ND bulkhead-mounted cooling and heating unit, "the first completely self-contained unit for reefer container service," includes a fully automatic diesel generator section and a 65-gallon fuel tank. It is designed for 40-ft containers 8 or 8½ ft high and has a uniform depth of 27⅞ in. Model 69NS, said to be the first unit certified by the American Bureau of Shipping, plugs into an external power source and is available in capacities for containers 20, 30 and 40 ft long in heights of 8½ ft and over. Both models automatically maintain any temperature between −10 and +80 deg F in response to setting of a 31-day recording thermostat. Electric resistance elements supply heat when required. Either unit may be mounted as the insulated front wall of container it serves. Standard electrical characteristics are either 230 volt, 3 phase, 60 Herz, or 220 volt, 3 phase, 50 Herz. A matching undermounted automatic diesel generator set, complete with 75-gallon fuel tank, wiring and controls, is available as an independent power source for 69NS units. *Carrier Corp.*

Lining panels (RA-10)

CorTec seamless panels in widths to 10 feet and lengths to 40 ft are now produced for cargo containers. Any size panel for construction of USASI/ISO standard containers can be supplied. The Clad Tuff panels are also being used in trucks and trailers for floors and bodies. The large sizes are also produced with lightweight cores for air cargo containers. *CorTec Inc.*

RAILWAY AGE
THE TRANSPORTATION WEEKLY

30 Church Street, N.Y., N.Y. 10007 READERS' SERVICE (Att. J. Lindstrom)

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TOFC: Regrouping for new growth

(Continued from page 35)

for a continuing increase, provided economic factors remain constant or improve."

One example of how a railroad will meet the predicted increases is Penn Central's regular expansion of its piggyback train roster. Announcement came Oct. 17 of a new PC Trailvan train between Chicago and North Bergen, N. J. Running six days a week, the eastbound train leaves Chicago's Englewood Yard at 7:30 p.m. and reaches North Bergen at 9 p.m. the next day. The westbound train keeps a comparable schedule. On Oct. 16, PC had announced a new Trailvan train to run from Kearney, N. J. (outside New York City), to Fort Wayne, Ind., on a same-day schedule: 12:30 a.m. to 10:25 p.m.

The new trains mean that PC now operates "31 daily trains in Trailvan service, moving goods at passenger-train speeds and bypassing major classification yards," says Alfred E. Perlman, PC president.

"PC emphasis on improving Trailvan service is such that virtually every week changes are made to further improve service to some area of the railroad," says Perlman. "Our railroad alone has more than 9,000 trailers and containers and more than 50 Trailvan terminals. In this service, we have interchange with more than 25 railroads, 290 motor carriers and 35 steamship lines."

● **Containers big in the future.** Railroads serving ocean ports include seagoing containers in their plans for growth. Lloyd Nations, Southern Pacific assistant general manager of TOFC services, says: "Piggyback operations are doing very well, and Southern Pacific should see a 10% increase in this traffic this year. Container traffic is increasing rapidly—a very bright spot in out traffic picture."

Nations says the new all-purpose flat cars are performing well. SP uses 20 of them to deliver trailers south from San Francisco and then return with containers. The car design is "excellent," Nations says. One problem, however, is that port facilities are not geared for the efficient handling of containers. Ports are falling behind transport technology, Nations says.

For one thing, there isn't enough space at ports to handle containers. When one ship, for example, arrives with 700 containers, unloading takes nearly 85% of the available time. This leaves little time to move in the flat cars to pick up the containers designated for rail haul. A computerized program for container handling at ports is urgently needed, Nations says.

● **Other piggyback areas.** The official five plans and their offshoot, Plan II½ cover general freight. Railroads also are making big strides in piggyback movements of mail and express. For the first 40 weeks of 1969, AAR reports, piggyback mail and express traffic showed a 16.2% increase in carloadings over the comparable 1968 period.

Another area is less-than-truckload merchandise freight. One attitude toward this traffic, a rare attitude perhaps, is expressed as follows by Missouri Pacific (in its piggyback promotion material):

"MoPac management also decided that less-than-truckload traffic fits well into piggyback service. As you know, most railroads and trucking companies do not like to handle LTL-LCL because of the high operating costs involved.

(continued on page 83)

. . . for handling all 100,000 lb. loading situations

And, our PR-100 TOFC Ramp is a beauty when it comes to simplicity of operation, ease of maintenance and versatility in loading positions. Ramp adjusts to any piggyback flat car. Can be used at end-of-track terminals as well as on curved or straight passings. A beauty also for mobility. Towed easily over the road behind any fifth wheel tractor. Write today and ask about the beaut.

Ask, too, about the beautiful job we do on custom engineering. We also offer a complete line of multi-level loaders and A-frame hoists. Send for our Railroad equipment brochure today.

PAGE AND PAGE
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Manufacturers of multi-level and TOFC ramps — total capabilities for all rail loading applications.

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Portland, Oregon 97217
(503) 285-0551

Circle 42 on coupon page 75

AT LAST
a PERMANENT doorpost installation!
...POSTmaster

install the new IS POSTmaster and never again will you lose time by shopping cars for doorpost repairs!

Designed for use with *any* existing grain door, the POSTmaster cuts coopering time, requires only one nail per strap, and needs no extension bands.

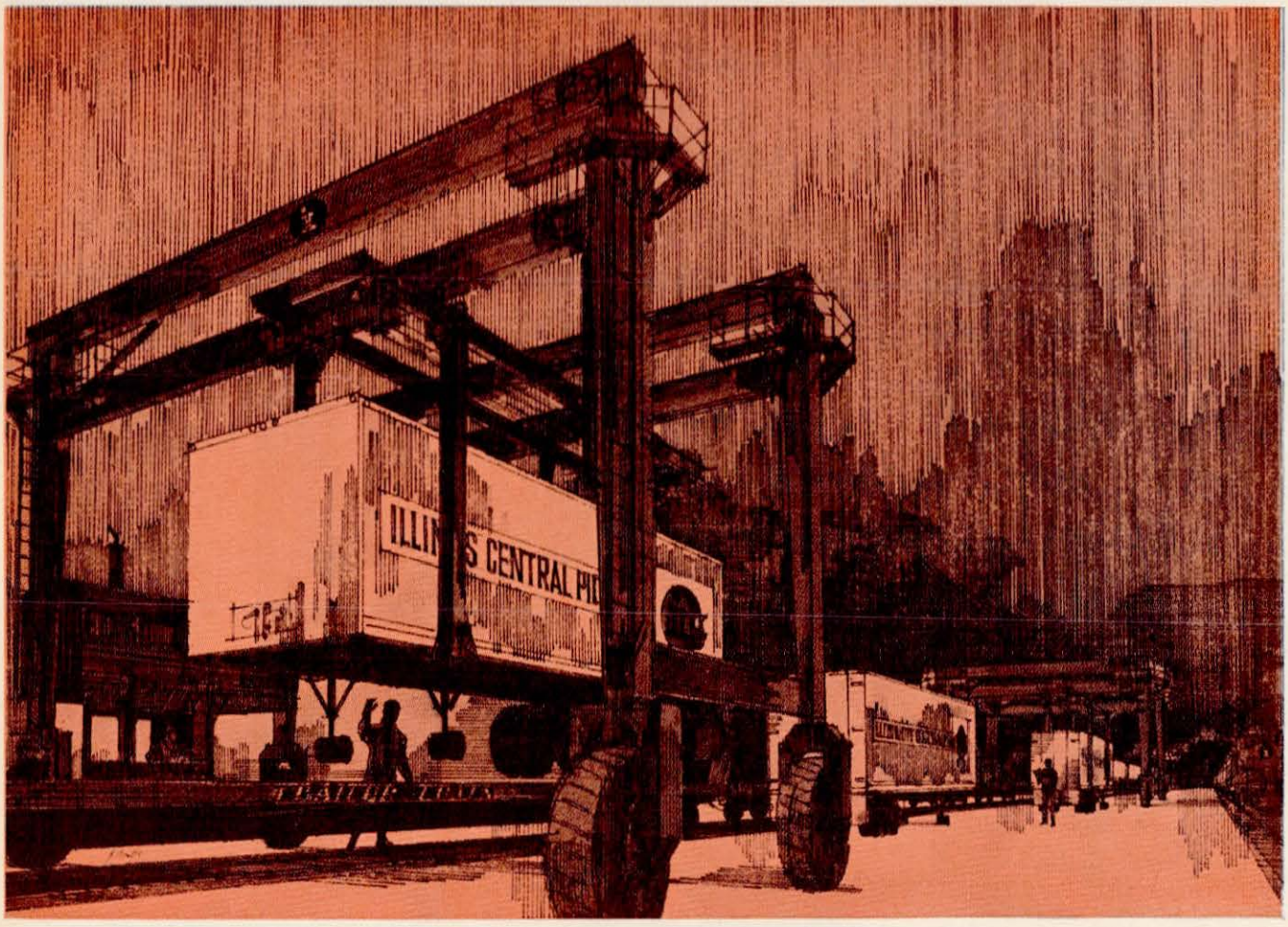
- **Eliminates faulty coopering**
- **Impossible for the load to pull a nail out**
- **Yet nail easily removed with a nail bar**
- **Eliminates bulging grain doors**
- **Virtually eliminates claims at the doorway**

R-736

INTERNATIONAL-STANLEY CORPORATION 8401 WEST DODGE ROAD, OMAHA, NEBRASKA 68114

Circle 43 on coupon page 75

We started picking up hitchhikers in Chicago October 13...



without a hitch.

A lucky day for piggyback shippers! On October 13, the new IC "Intermodal Exchange" went to work on Chicago's near southwest side. Replacing our South Water Street terminal, this new facility at West 27th and South Ashland connects the Dan Ryan, Kennedy, and Stevenson expressways with Illinois Central main lines to the South and West.

That's a happy hookup! Now, you'll get direct road-train service fast in any direction. Huge gantry cranes will swing your trailers and containers on or off of IC flatcars in no time, anywhere along the train. Coming or going, your shipments will keep on moving. On IC. One more move we've made to save you time and money.

Can we give you a lift? Call or write L. A. Schellenberger, Director Piggyback Sales, 135 E. 11th Place, Chicago, Ill. 60605. Phone: (312) 922-4811.

ILLINOIS CENTRAL RAILROAD *Main Line of Mid-America*

Circle 44 on coupon page 75

YOU OUGHT TO KNOW

Bearing failures are high for tank cars

A disproportionately large share of plain journal bearing failures occurred on tank cars, analysis of a recent six-months survey of cars equipped with this type of bearing revealed. In an announcement of the survey results, the AAR reported that the percentage of journal heatings encountered on tank cars to the total number of heatings experienced varied from 14.4% to 31.9,% and averaged out at 28.8% overall. The interchange tank car fleet, however comprises less than 10% of the total car fleet, indicating a disparity in performance, according to AAR interpretations.

DOT establishes hazardous materials force

DOT secretary John A. Volpe has established a Task Force on Hazardous Materials. "Responsibility and authority for the safe movement of hazardous materials is presently diffused throughout the Department," said Volpe. The force will make an examination of the roles, relationships and responsibilities of various offices throughout the DOT and recommend the most appropriate way to strengthen the DOT's program. The task force is headed by John L. McGruder, who is in charge of the Secretary's Office of Management Systems. Recommendations are expected by the end of the year.

CP announces new container terminal

Canadian Pacific will be forming a partnership with McLean Kennedy Ltd. to operate a new $4 million container shipping terminal. The new terminal will be built on a 20-acre site in St. John, New Brunswick, around existing National Harbors Board facilities in West St. John. It is scheduled to open in early 1971.

REALCO speeds Geographic Pool Program

REALCO's new Geographic Pool Program is about to double in size. Created to help solve special and unusual piggyback needs with several hundred trailers, the Geographic Pool Program is designed to accommodate the traffic and equipment needs characteristic to an assigned region, and make equipment quickly available in each of the cities involved. The program was introduced four months ago in Chicago, Portland and Atlanta. According to Robert E. Budorick, REALCO's president, "Members of the National Railroad Trailer Pool are utilizing our equipment . . . in a far greater volume than we had anticipated." By Dec. 1, REALCO plans to have doubled the Geographic Pool size in each of the three cities. Additional sites are being evaluated for introduction in early 1970.

CIT rail leasing past $100 million

CIT Leasing Corporation's fleet of railroad rolling stock has exceeded $100 million in total value, according to Thomas J. McPhillips, CIT vice president. The latest transaction has been with Penn Central, whose $16,250,000 lease was for 78 EMD Gp-38 diesels and one 1,500-hp EMD unit. In just over 2½ years, according to CIT spokesmen, the CIT Financial Corp. subsidiary has placed under lease to nine railroads more than 5,000 freight and passenger cars, plus more than 300 locomotives, for a combined value of $115,-812,000.

GN adds funds to lignite research project

Great Northern directors have approved an appropriation of $45,000 to extend a lignite-research project being carried out by the University of North Dakota. The project, initiated in 1965 with a $175,000 appropriation from GN, had been scheduled to end Sept. 30. Stimulus for the program originally was research by the U.S. Office of Coal Research and by chemical companies on the development of a process for production of liquid fuel from lignite and other coals. Favorable results from the project, GN notes, could have important economic impacts—since the state has estimated lignite reserves totaling 350 billion tons.

MARKET OUTLOOK

CARLOADINGS

Loadings of revenue freight in the week ended Oct. 18 totaled 584,356 cars, the Association of American Railroads announced on Oct. 23. This was a decrease of 10,209 cars, or 1.7%, compared with the previous week; an increase of 22,502 cars, or 4.0%, compared with the corresponding week last year; and a decrease of 5,527 cars, or 0.9%, compared with the equivalent 1967 week. Ton-miles generated by carloadings in the week ended Oct. 18 are estimated at 15.7 billion, an increase of 5.4% above the corresponding week of 1968, and 3.8% above the 1967 week.

REVENUE FREIGHT CARLOADINGS

Commodity	Oct. 11 week	Preceding week	Per cent change
Grain	26,024	25,519	+ 2.0
Farm products	25,665	22,965	+11.8
Metallic ores	54,703	53,542	+ 2.2
Coal	108,686	107,632	+ 1.0
Crushed stone, gravel & sand	33,600	35,506	— 5.4
Nonmetallic minerals	10,775	11,041	— 2.4
Grain mill products	21,495	21,962	— 2.1
Food & kindred products	25,996	26,363	— 1.4
Primary forest products	23,883	23,590	+ 1.2
Lumber & wood products (except furniture)	14,841	15,714	— 5.6
Pulp, paper & allied products	24,688	26,158	— 5.6
Chemicals & allied products	28,429	27,638	+ 2.9
Petroleum products	11,104	11,798	— 5.9
Stone, clay & glass products	22,728	23,398	— 2.9
Coke	8,828	9,685	— 8.8
Metals & products	27,685	29,006	— 4.6
Motor vehicles & equipment	26,116	25,129	+ 3.9
Waste & scrap materials	15,962	16,014	— 0.3
Forwarder & shipper assn. traffic	8,748	8,700	+ 0.6
All other carloads	72,889	76,814	+ 5.1
LCL traffic	1,720	1,783	— 3.5
Total cars loaded	594,565	599,957	— 0.9

CUMULATIVE TOTAL, 41 WEEKS	1969	1968	1967
	22,234,382	22,276,392	22,145,911

PIGGYBACK CARLOADINGS

U. S. piggyback loadings for the week ended Oct. 11 totaled 28,018 cars, carrying 47,199 trailers, compared with 28,568 cars, carrying 47,050 trailers, in the corresponding 1968 week. Loadings for 1969 up to Oct. 11 totaled 1,060,039 cars, carrying 1,742,960 trailers, compared with 1,053,291 cars, carrying 1,714,743 trailers, in the corresponding period of 1968.

FREIGHT-TRAIN CARS

● *Canadian National.*—Ordered 500 70-ton box cars from National Steel Car Corp. of Montreal at a cost of $10 million. The cars will be used for newsprint service on CN's Canadian lines. Delivery is to begin next January and be completed in March 1970.

● *Penn Central.*—Has rebuilt more than 10,000 box cars to Grade A classification for grain service since May. They supplement a fleet of 3,186 covered hopper cars which it has in service for the peak grain season. PC shops at Altoona, Pa., and Beech Grove and Terre Haute, Ind., are continuing to upgrade grain service box cars. Henry W. Large, executive vice president, adds that "Penn Central has completely rebuilt and lengthened hundreds of box cars for general service this year, and many of these will also be used for handling grain."

● *September bad order ratio 0.1% higher than last year.*—Class I roads on Sept. 1, 1969, owned 1,441,637 freight cars, 25,729 fewer than on Sept. 1, 1968, according to AAR report summarized below. Bad order ratio was 0.1% higher than last year.

	Sept. 1, 1969	Sept. 1, 1968	Change
Car ownership	1,441,637	1,467,366	−25,729
Waiting repair	78,814	78,686	+ 128
Repair ratio	5.5%	5.4%	+ 0.1%

CAR OWNERSHIP

● *Serviceable cars.*—Revenue freight cars in serviceable condition owned by Class I railroads on Sept. 1 totaled 1,362,823, compared with 1,388,680 on Sept. 1, 1968, according to most recent AAR Car Service Division report. Estimated total ownership of all railroad- and privately-owned freight cars on Sept. 1 (see table below) was 1,788,264 (average capacity: 65.19 tons), compared with 1,805,433 cars (average capacity: 63.84 tons), on Sept. 1, 1968.

ESTIMATED OWNERSHIP—ALL REVENUE FREIGHT CARS

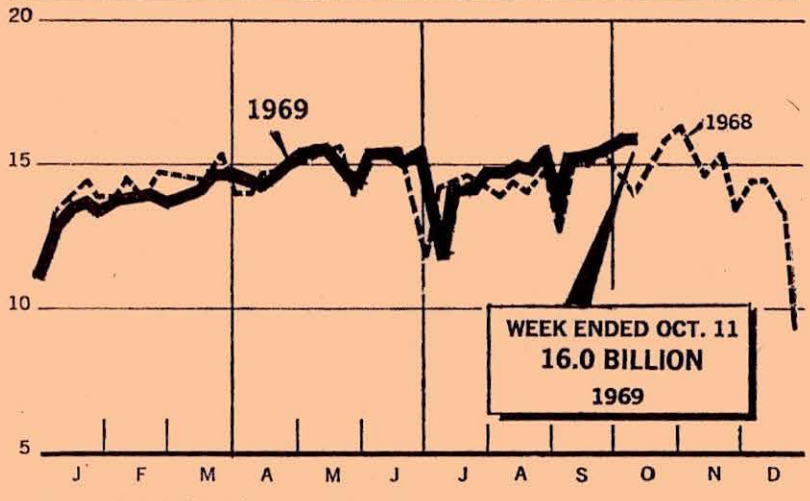
(Sept. 1, 1969 vs. Sept. 1, 1968)

		Box	Covered Hopper	Gondola	Hopper	Flat	Refg.	All Others	TOTAL
Class I	1969	544,868	125,149	193,711	399,586	70,465	53,499	54,359	1,441,637
	1968	554,429	123,076	199,698	413,807	67,637	51,726	56,993	1,467,366
RRO&C Refgs.*	1969	0	0	0	0	0	46,461	0	46,461
	1968	0	0	0	0	0	49,560	0	49,560
All Other Private	1969	1,108	33,007	2,121	2,261	47,821	14,371	175,454	276,143
	1968	1,246	28,207	286	3,833	41,550	14,828	172,737	262,687
Class II & S&T Cos.†	1969	8,282	703	4,494	7,442	556	1,428	1,118	24,023
	1968	9,084	889	5,071	8,307	590	789	1,090	25,820
GRAND TOTAL	1969	554,258	158,859	200,326	409,289	118,842	115,759	230,931	1,788,264
	1968	564,759	152,172	205,055	425,947	109,777	116,903	230,820	1,805,433

* Railroad owned and controlled refrigerator car lines.
† Class II railroads and switching and terminal companies.

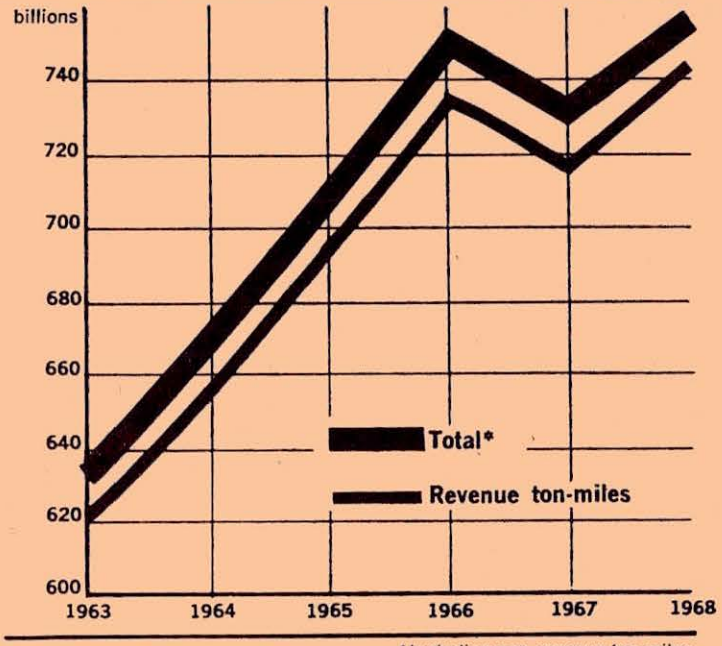
RAIL FREIGHT TRAFFIC TRENDS

BILLION TON-MILES (Estimated)



Source: Association of American Railroads

TON-MILES (CLASS I RAILROADS)

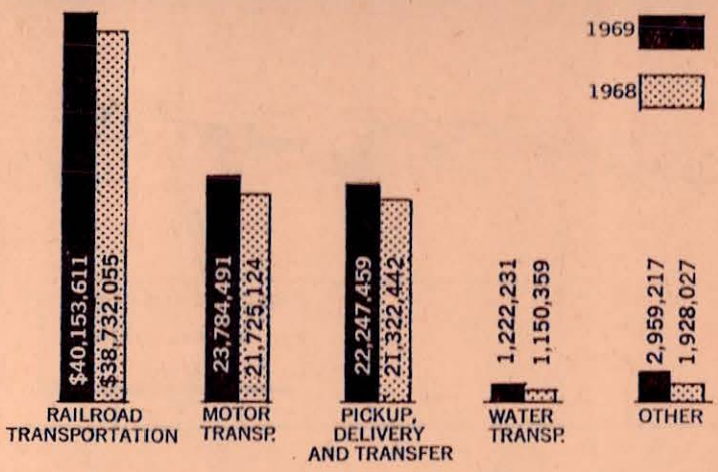


*Including non-revenue ton-miles.
Source: Bureau of Economics, ICC.

Current Statistics

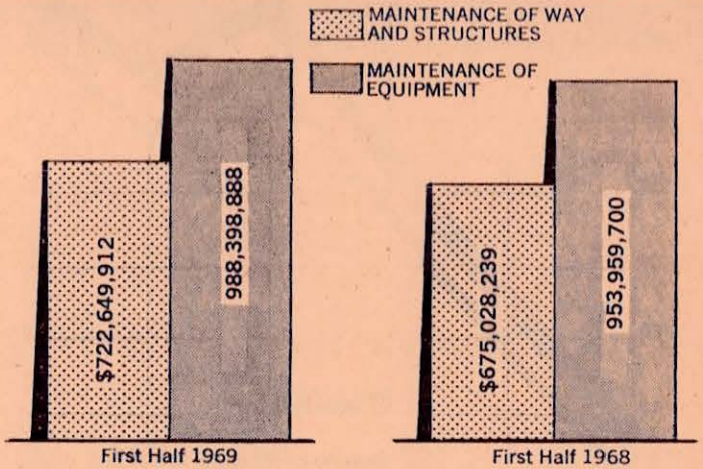
Net income, Class I roads	
Six months, 1969	$265,000,000
Six months, 1968	278,000,000
New freight cars on order	
Sept. 1, 1969	47,915
Sept. 1, 1968	16,255
New freight cars delivered	
8 mos., 1969	43,179
8 mos., 1968	38,618
Serviceable cars	
Sept. 1, 1969	1,362,822
Sept. 1, 1968	1,388,680

TRANSPORTATION PURCHASED BY LARGE FREIGHT FORWARDERS*
(FIRST QUARTER 1969 AND 1968)



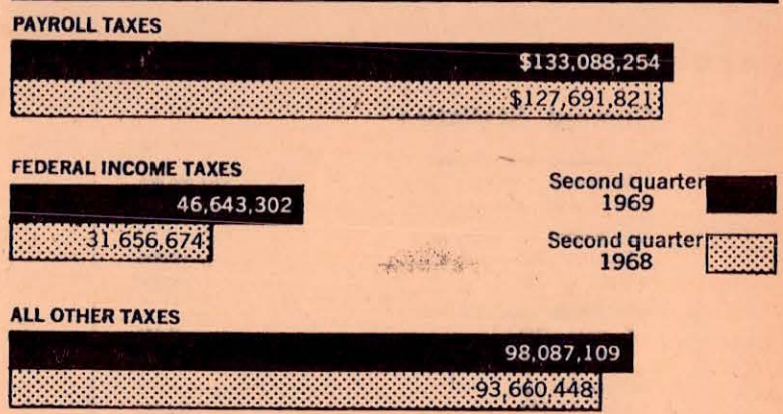
*Forwarders having annual revenues of at least $100,000.
Source: Bureau of Accounts, ICC.

MAINTENANCE EXPENSES — CLASS I RAILROADS



Source: Bureau of Accounts, ICC.

RAILROAD TAXES*



*U.S. Class I railroads, excluding switching and terminal companies.
Source: Economics and Finance Dept., AAR.

TOFC: Regrouping for new growth

(*continued from page 76*)

MoPac believes this service is a necessity to the small shipper and, if carride out properly, a good source of revenue.

"But instead of sticking to the old, outmoded terminals in congested downtown areas, MoPac decided to invest several million dollars in a series of new merchandise freight terminals. Usually they are located away from congested areas, close to our piggyback ramps and yards.

"Some of the larger ones are equipped with the latest in automated handling systems. All of them offer plenty of space for parking and maneuvering rubber-tired vehicles. LTL and piggyback shipments move through these modern terminals quickly with a minimum of handling.

"We like handling LTL-LCL. We invite your business." ■

● **Optimism prevails.** Railroad piggyback men appear unshaken by AAR reports that show piggyback for the industry as a whole clinging to a 1% to 2% loading increase over 1968. The cumulative carloading figure reported by AAR for the first 40 weeks of 1969 shows only a 0.7% increase over 1968. For the week ended Oct. 4 alone, cumulative loadings were down 2% from the same week in 1968. Broken down into trailers and containers, the cumulative 1969 carloading figure for 40 weeks shows a 1.7% increase over 1968.

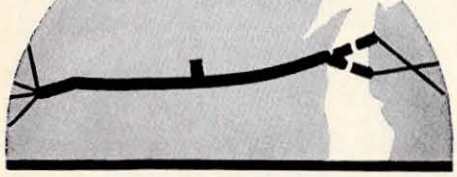
One railroad man sums up the situation this way: "Like any healthy stripling, we have had our period of relatively easy and fast growth. Now piggyback has come of age. New growth will come harder—but it will come." ■

SUPPLY TRADE

Richard A. Pinney, formerly president of **Unity Railroad Supply Co.,** Chicago, has now formed his own company, the **R. A. Pinney Co.,** temporarily headquartered at 771 Carriage Way, Deerfield, Ill., 60015, which will be operated as a sales organization representing manufacturers of railroad equipment.

David F. Snyder has been appointed railroad sales representative, **Durox Equipment Co.,** Cleveland, Ohio, to railroads in the east and northeast areas of the United States. Mr. Snyder has more than 35 years experience in sales and service to the railroad industry.

Save a day the Green Bay Way!



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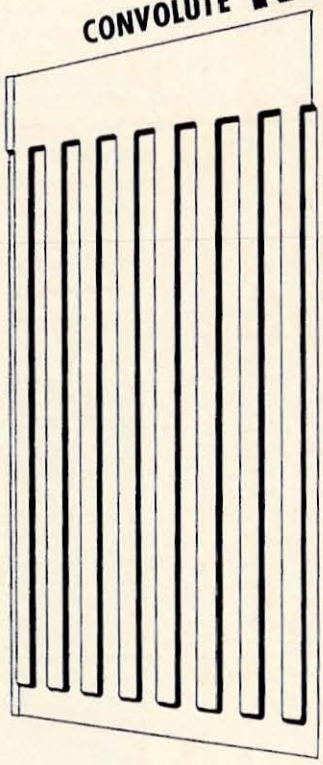

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The ribs of the GLASBORD PANEL are wide with plenty of load-holding surface. They are properly spaced for adequate air circulation, yet close enough to hold back even small cartons. These wide ribs with well rounded corners prevent damage to hanging meat carcasses, and easily deflect glancing blows from pallets and fork lifts.

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1. Date of filing, Sept. 30, 1969.

2. Title of publication: RAILWAY AGE.

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8. Known bondholders, mortgagees, and other security holders owning or holding 1 percent or more of total amount of bonds, mortgages or other securities: None.

9. Paragraphs 7 and 8 include, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, also the statements in the two paragraphs show the affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner. Names and addresses of individuals who are stockholders of a corporation which itself is a stockholder or holder of bonds, mortgages or other securities of the publishing corporation have been included in paragraphs 7 and 8 when the interests of such individuals are equivalent to 1 percent or more of the total amount of the stock or securities of the publishing corporation.

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A. Total no. copies printed **(Net Press Run)**	18,473	25,225
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1. Sales through dealers and carriers, street vendors and counter sales	—	—
2. Mail subscriptions	14,448	14,400
C. Total paid circulation	14,448	14,400
D. Free distribution **(including samples)** by mail, carrier or other means	3,683	10,619
E. Total distribution **(Sum of C and D)**	18,131	25,019
F. Office use, left-over, unaccounted, spoiled after printing	343	206
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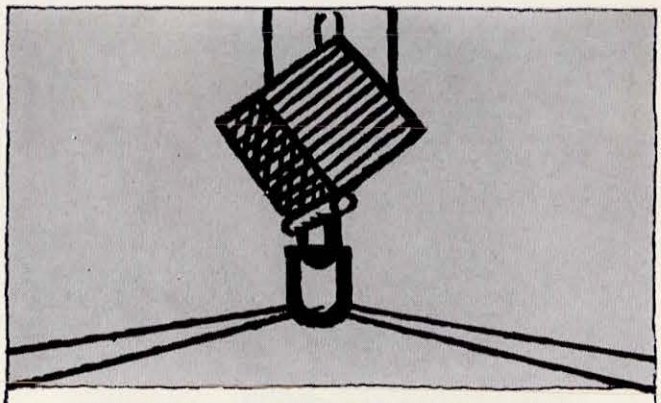

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VIEWPOINT

Shippers want a lot. Will they help pay for it?

Railroad shippers want more of just about everything than they are now getting. They want more standard box cars. They want more specialized cars, with costly frills. They want more coal hoppers, more covered hoppers, more flat bottom gondolas and more heavy-duty flat cars.

They want faster and more reliable delivery of their freight—and to achieve this they want railroads to pour more millions into yard and terminal improvements, and into motive power.

All of this comes through loud and clear in Railway Age's October Traffic Poll *(page 45)*. One shipper goes so far as to suggest that "if the rail carriers continue to allow their equipment fleet to decline, their freight business will die the same tortured, prolonged, costly death the passenger business is witnessing."

Railroads are no less anxious than their customers to have these new cars, these new locomotives, these modernized yards and terminals. More so, if anything. Because if worse comes to worst, the shippers can find alternative modes of transportation rather more easily than the railroads can turn up new customers.

That is why the railroads this year are investing well over $1 billion in new freight cars—double their anticipated net earnings for the year.

That is why the railroads are pouring additional hundreds of millions into motive power and fixed facilities.

What railroads will be able to spend in 1970 is still a matter of conjecture. It will be somewhere between $1 billion and $2 billion. Where the final figure falls will depend upon a number of imponderables—the direction the national economy takes; Congressional action on the 7% investment tax credit; the degree to which increased revenues can offset sharply increased operating costs.

There isn't much that shippers can do about the first two of these. But the third depends to a large extent on whether railroads win the 6% rate increase for which they are now seeking ICC approval. And the ICC's decision will certainly be influenced, for better or for worse, by the testimony of the shipping community.

The railroads have made a strong case for the increase. As noted in this space last week, it would still leave carload prices lower than they were 10 years ago. Shippers are yet to be heard from, officially. The question is: Will they see any relationship between what they tell the ICC in their official testimony, and what they are telling the railroads they must have in the way of better service?

PRESERVING THE STATUS QUO

Some shippers take the attitude that they cannot be expected to pay a farthing more until service gets to be considerably better than it is.

Should they carry that attitude to the Commission—and should they prevail—they may one day look back on today's service levels with a great deal of respect.

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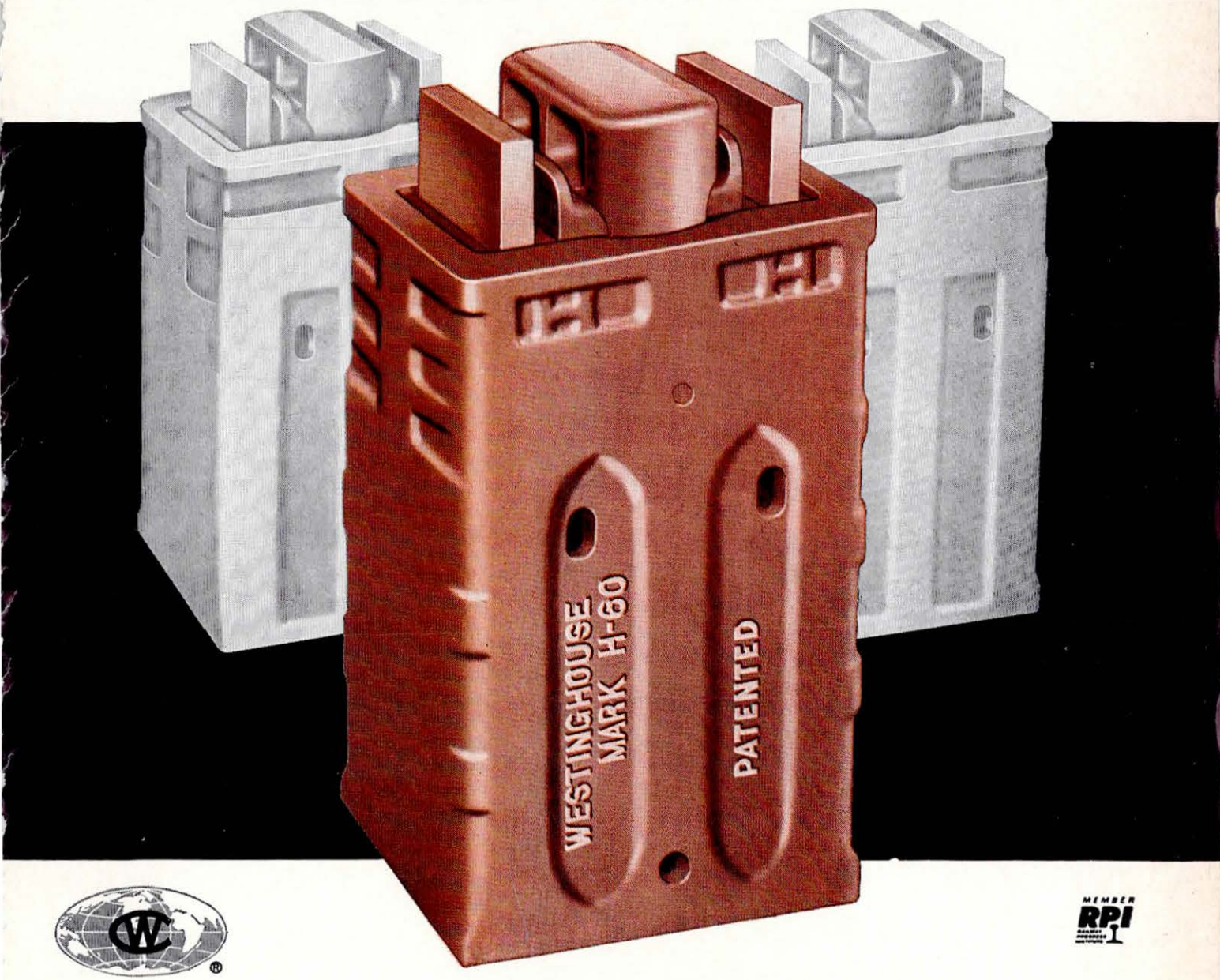

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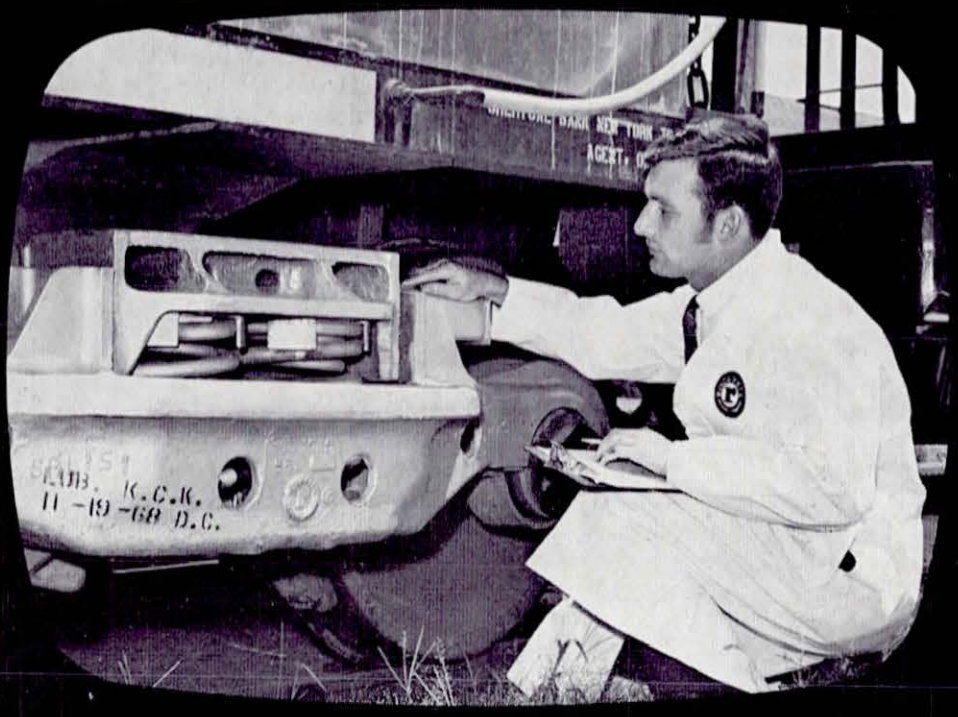

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